

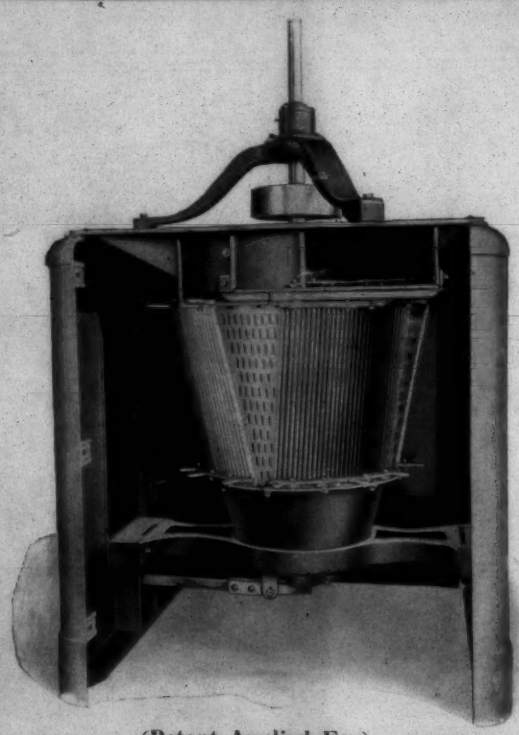
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SOUTHERN TEXTILE BULLETIN

VOL. XXIV.

CHARLOTTE, N. C., THURSDAY, AUGUST 31, 1922

NUMBER 1



(Patent Applied For)

SACO - LOWELL

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improve both the quantity and quality of cleaning.*

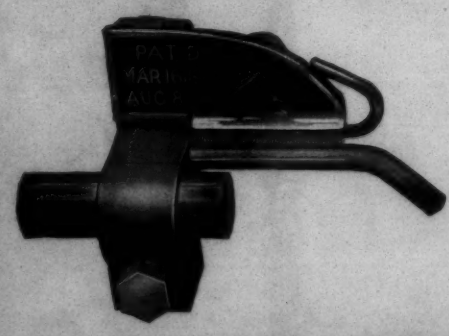
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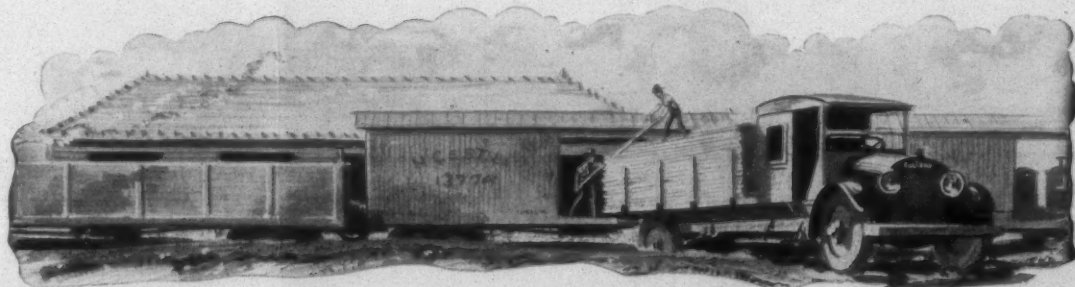
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SOUTHERN TEXTILE BULLETIN

PUBLISHED EVERY THURSDAY BY CLARK PUBLISHING COMPANY, 39-41 S. CHURCH STREET, CHARLOTTE, N. C. SUBSCRIPTION \$2.00 PER YEAR IN ADVANCE. ENTERED AS SECOND CLASS MAIL MATTER MARCH 2, 1911, AT POSTOFFICE, CHARLOTTE, N. C., UNDER ACT OF CONGRESS, MAR. 3, 1879.

VOL. XXIV.

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NUMBER 1

Wanted: Better Salesmanship Abroad.

Julius Klein, Director, Bureau of Foreign and Domestic Commerce

The selection of efficient traveling agents for service abroad is one of the things now most vitally essential to our success in foreign business. Innumerable instances have been reported to the Department of Commerce where unwise appointments have proved extremely costly, or even disastrous, to the American manufacturers whose judgment was at fault. The present crucial period of reconstruction is no time for such errors, which are apt to endanger not simply the individual merchant involved but also the good will and standing of American export firms in general. A comprehensive survey of this situation by experts of this Department throughout the world has revealed certain striking facts and conclusions which may be of value to executives and others responsible for the selection and direction of oversea salesman.

In considering a prospective traveling agent, it is undesirable to give exclusive attention to any single element or phase of his equipment. He must be suited (a) to the territory and the trade to be visited; (b) to the line of goods to be handled; and (c) to the commercial policies of his employer. He must, in other words, be a trade builder, not an order-book filler. The two are not synonymous; in fact, the distinction between them is especially significant and timely at this stage of development in American foreign trade.

The Salesman's Grave Responsibility

If an export campaign is definitely and seriously contemplated, the American manufacturer should send out absolutely the best man obtainable, even at some temporary sacrifice in connection with his domestic business. This traveling representative will be regarded as the spokesman of his country as well as of his company; he will be in a position to build up or damage the prestige of both. There devolves upon him, therefore, and upon those who select and direct him, a responsibility, not simply to his firm but to all of its fellow American exporters that can not be ignored. His negotiations with alien peoples will tax his resources to the utmost, and unless he has unusual ability he is sure to betray his deficiencies. Consequently it is more than a costly mistake; it is a direct affront to the United States and to its more con-

scientious exporters to send to foreign countries simply the individual who can be spared with the least inconvenience or who happens to have some superficial quality to commend him.

The agent should be a man of good education, thoroughly versed in the fundamental technical aspects of his field. He should possess, moreover, a broad fund of information. He should be able to converse with foreign buyers about something besides the actual goods he is handling. Even a superficial knowledge of the topics of the day may often pave the way for profitable business, this being especially true in the Latin countries. The salesman should have a wide acquaintance with general American conditions. He should be able to "sell" American manufacturing methods as effectively as a bill of merchandise or an individual unit of machinery. He should be able to persuade a prospective foreign buyer that the American way of producing a given article is eminently efficient or possibly superior to others.

Stability of Moral Character.

The personality of a traveling agent is a factor whose importance can scarcely be overestimated. Stability of moral character is an indispensable requirement. No matter how brilliant he may be as a salesman, if his moral character is questioned by a foreign merchant this will reflect upon the manufacturer and upon his country. No weak-willed person should be sent abroad on a business mission. Much more attention should be given to the representative's personal habits than would be the case in selecting a representative to work in the United States.

Instances of habitual gambling, of drunkenness, of dissolute living by American traveling salesmen in foreign countries have come to the attention of the Department of Commerce. Though these may be few in number, in each case grave and sometimes irreparable injury has been done to the interests of the exporter and the reputation of America.

Reliability a Prime Requisite.

Reliability in the broadest sense is a primary requisite. The oversea sales is large "on his own"; his house must depend upon his discretion; he can not be watched and guided

as can his domestic counterpart. A prominent American manufacturing concern which has just entered the export field has recently learned, at some cost, the necessity for greater caution in this regard.

The company undertook to cover South Africa with a "hustling" domestic salesman who had for years been allowed to operate in a restricted territory with very little control or supervision from headquarters. The strange conditions of the foreign assignment proved altogether too much for him; he evaded making reports (he had never been accustomed to make them at home); he was continually cabling for money, though he presented no expense account; he did not answer cablegrams of letters from his firm, which is now receiving reports from outside sources of his generally unsatisfactory conduct. This firm had failed to assure itself of the fundamental reliability of the individual in question; it simply selected a man with a good record or orders in the domestic field and "turned him loose" in totally strange surroundings. Its nonchalant readiness to "take a chance" has cost it a large prospective business and has distinctly damaged the reputation of other American exporters in South Africa.

Social Qualities of the Salesman.

This warning against the selection of men who are likely to prove unreliable should not be taken as implying any prejudice against the salesman who is a "good mixer." That quality, indeed, is highly desirable if it is united with restraint and proper standards of behavior.

The traveling agent should be a student of human nature, with the ability to adapt himself to the persons with whom he comes in contact. While abroad he will find the social obligations of his position far more exacting than in the United States. A successful general sales manager has expressed the opinion that he would never send a salesman into any territory unless he himself were willing to take that salesman home to dinner with his family. This test is especially applicable in the case of a salesman sent abroad, because in most foreign countries the personal element is stressed more than it is here.

Tact and good manners are essential attributes of the successful

traveling agent. These imply an absence of boastfulness either about himself or about the United States. They imply also that he should refrain from criticism that might offend the sensibilities of foreigners. He should remember that he is sent out as a salesman and not as a reformer.

Tact and Politeness Needful.

Lack of tact is considered by some to have been one of the outstanding deficiencies of American traveling men in the past, especially in South America. What is regarded as bluff good fellowship in this country is very distasteful to the Latin American, who is accustomed to well-phrased compliments and a strict observance of certain conventions. The Latin American dislikes the appearance of doing business in a hurry, although an understanding of the proper approach often results in actual orders almost as quickly as in the United States.

The absence of politeness is more noticeable to the Latin American than its observance and often serves to condemn a salesman in his eyes. Such a little thing as failure to remove a hat in calling on a buyer has lost many desirable sales. Loss of numerous repeat orders can be traced to failure to visit customers to say good-by just before the salesman leaves a town where he has spent some time. On the other hand, a post card written from some distant place has served to keep the salesman and his goods before his customer's mind, since it shows a highly appreciated personal touch.

A salesman who assiduously cultivates the personal element is often able to divert trade from other houses to his own.

Diligence and Capability More Valuable Than Mere Brilliance.

In general, observation seems to indicate that a man of the "plugger" type is to be preferred for foreign service to the temperamental "star" salesman. It has been found that the latter often suffers a severe failure abroad when his customary spectacular methods can not be adjusted to meet foreign conditions.

It is scarcely necessary to say that an oversea salesman must possess sound judgment; he will need it especially if he is pioneering for his house and is expected to select its permanent agents. A common

(Continued on Page 10.)

Urges Development of New Designs

H. C. Meserve, secretary of the National Association of Cotton Manufacturers, in a recent address before the National Garment Retailers' Association, urged those present to co-operate in the development of special designs and materials. He pointed out that in the making of the great markets for trademarked goods of recognized value the development of originality in design had been largely neglected. He declared that there was a strong tendency to copy European designs, quoting Robert Amory, president of the cotton manufacturers' body, to the effect that, "One of the greatest handicaps against American cotton goods has been the constant harping, both by the seller and consumer, on the superiority of the so-called 'imported goods.' In fact, the better and more original designs in this country are often sold as 'imported' to obtain the credit of originality."

"As you well know," Mr. Meserve declared, "machinery for the manufacture of cotton textiles is, and for many years has been thoroughly standardized. Yet, it is true that all the while experiments have been going on looking to the further perfection of the various processes. While standard goods remain much the same, there are always variations which involve the technical skill of the manufacturer; problems in fabrics which he is always called to investigate, experiment with and, if possible, master. In a basic industry, such as this, we are considering there is, of course, a vast amount which remains the same from year to year, but there is enough of change, both in the manufacture and in the market to keep the executive busy, and to call for their best efforts."

The Practical Man.

"Until within comparatively recent years it has been generally understood that in the manufacture of textiles the so-called 'practical man' ruled. Today he is rightly, by far the most potent factor. Nevertheless, because of the development, partially by accident and partially by invention of wonderful ingenious automatic devices, there is a strong and growing demand for the technically trained man to cooperate with thoroughly trained mill men. In some of the newer industries the fundamental laws were carefully worked out before manufacturing was undertaken. In the textile industry the present state of perfection was attained by experimenting, while constantly engaged in turning out the finished product."

"The textile industry, realizing the need of improved and more economical methods of manufacturing, is beginning to consider the possibilities of combined research work. For many years the individual mills have carried on experiments with new methods and devices which often-times resulted in appreciable savings. Investigations in a mill are, however, both troublesome and expensive, as operators and machinery must be taken off the regular work to be used in experimenting."

"The first branch of the textile industry to take up research work on a large scale in the United States was the manufacture of dyestuffs. Laboratories were installed and staffs composed of the country's leading organic chemists were organized to work out the several steps required to change coal tar into its many derivatives which form the basis of our colors. After the laboratory work was completed, it was often found that the real problem was to devise equipment which would duplicate on a commercial scale the same results which were obtained in the laboratory. These difficulties have gradually been overcome, and from a very small beginning, with only a few colors, this industry has grown in a few years to the point where they are now producing most of the colors required in quantity, and in most cases the quality is well up to the pre-war standard."

"Within the past few months our association has at its disposal a well question of research and has retained a technical man to organize the department. The initial program is, of course, somewhat restricted, but, with the cooperation of the mills, the department will develop to the place where it can include all of the different phases of the industry. The association has at its disposal a well equipped laboratory where investigations can be carried out. In addition to the equipment usually found in a laboratory of this nature, a complete photomicrographic outfit has been installed. The application of the combined microscope and camera has only been in use in the textile field for a short time, but has already proven a valuable aid in the research work. Fabric constructions, too complicated in detail to be visible to the eye, can readily be enlarged to bring out all of the intricate interlacing of the threads. The photomicrograph also has enabled the manufacturer to more intelligently study and overcome the defects which may occur in the fabric."

"In connection with other research laboratories, new methods of test are being developed in an attempt to forecast from laboratory experiments the behavior of the fabrics in use. Such tests will be of great value in determining the intrinsic value of many of the new fabrics."

"The part of our program which should appeal to you is that devoted to the development and maintenance of quality. During the past few years as never before has the importance of quality been demonstrated. During the worst of the depression it was the manufacturers and retailers of fabrics of proven quality that secured the larger part of the business."

Maintaining Quality.

"To one not acquainted with the many processes through which the individual fibers must pass before they are transformed into cloth, the maintenance of quality may seem a simple thing. In reality, it is a very difficult problem and one which is constantly before the manufacturer. Starting from the cotton fiber, which

may vary from year to year in its properties even when grown in the same locality, the possible chances of variation follow the cotton fiber throughout the entire manufacturing process due to gradual changes in the condition of the machinery. To overcome these variations, the manufacturer must be constantly on guard and check his product from day to day."

"With domestic science being taught in practically all schools and such associations as the Bureau of Home Economics, the Federated Women's Clubs and Laundry Owners' National Association, all conducting educational campaigns to teach what fabrics are most satisfactory and why, the consideration of quality will become increasingly important. There will, of course, always be a demand for fabrics and garments which are made and sold on a price basis, but the more this class of business can be restricted the more satisfactory will be the feeling between the manufacturers, retailers and public."

"In the past many of the causes for dissatisfaction and complaint which are now laid to poor quality are due to the use of a fabric for purposes for which the manufacturer never intended it to be used. If, when the garment manufacturer finds that some particular fabric does not give satisfactory service he will investigate the causes and advise the manufacturer of the fabric in what way the fabric is not satisfactory, the manufacturers of the fabric will be in a position to remedy the fault or recommend some other fabric more suited to the purpose. One of the most prominent examples of what can be accomplished by the manufacturer and the consumer cooperating in the development of fabrics suited to the purpose for which they are to be used is in the mechanical fabric trade, where the manufacturer of the fabric and the manufacturer of the rubber products have been conducting, jointly, investigations for several years. The results of these investigations have eliminated much waste and have increased the quality of the products without increasing the cost of production."

Fastness of Colors.

"Probably the greatest criticism of the quality of fabrics at the present time is in regard to the fastness of the colors. This is due, partially, at last, to the fact that for a short period before American made dyestuffs became available, substituted dyestuffs of inferior quality had to be used to satisfy the demand for colors. The suspicion with which the public came to look upon colors is still present, yet most dyes which were used during the war with suspicion are now entirely satisfactory. This change is due to the growth and increasing skill in the American dye industry."

"Now that dyestuffs with satisfactory permanence are obtained, several associations have begun investigations to develop standards of fastness. One of the largest of these is

the American Association of Textile Chemists and Colorists, which is composed of most of the leading textile chemists of the country. This association, working through sub-committees, has already recommended provisional tests for fastness to washing of cotton, silk and woolen goods. In order that any laboratory may test the fastness of colors used, instructions are given how to prepare standard colors for comparison. Samples dyed with the sample colors are washed under the same conditions as the sample to be tested and the resultant shades compared. This association has also recommended that fabrics which are to be laundered in the power laundry have different fastness to washing requirements than the fabric which are to be laundered in the home."

"Other test methods to determine standards of fastness to light, perspiration, crocking, etc., are now being considered so that there will ultimately be a complete set of standards which can be used by anyone interested in these particular properties."

Laundry Research.

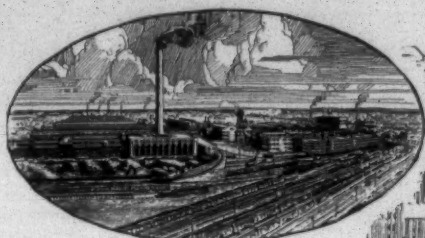
"The National Laundry Owners' Association, feeling that their laundries were blamed for many things which were not their fault, have established a research fellowship at the Mellon Institute where investigations are carried out to determine the best methods of laundering. This program also includes a very comprehensive survey of the fastness of colors to laundering. They propose to take samples of fabrics and find out which will withstand the treatment given in the laundry and which will not. After this has been determined they propose to go to the retailer and offer to label the merchandise which will launder, stating that the fabric has been tested and the fabric is guaranteed."

"The National Association of Cotton Manufacturers is cooperating in all of these activities as, contrary to the idea which many have, the manufacturers are interested and anxious to maintain the quality and to develop their product to the point of complete satisfaction."

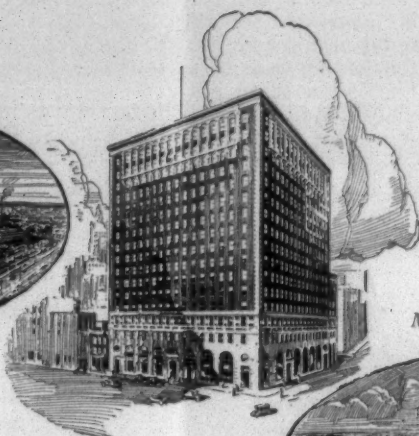
"I have attempted thus to explain briefly the profound interest we have in the quality of our goods and the fastness of the coloring. We believe that the American consumer is entitled to the best that can be made and we are seriously concerned with making good the statement that when a better cotton fabric is made and dyed, the cotton manufacturers of the United States will make it and dye it."

"While we must be interested in the quantity production, we are also deeply interested and concerned with quality. No manufacturer can take long continued pleasure in manufacturing to a price. There are limits beyond which quality cannot be conceived. There is little satisfaction to the ultimate consumer who purchases what she thinks to be a bargain only to discover that the wearing qualities both as to

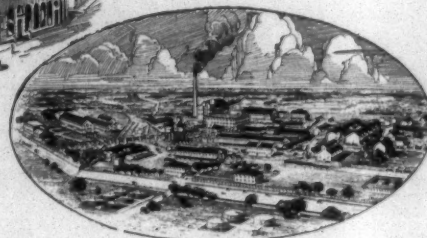
(Continued on Page 9.)



Buffalo Plant



General Offices, New York



Marcus Hook Plant

Dependability

An outstanding requirement of color consuming industries is a dependable source of supply.

Large manufacturing facilities not only make possible the production of a wide and diversified line of dyes, but by creating ample stocks afford a dependable supply to the consumer when he wants it.

The dyestuff user can, therefore, plan his work with perfect confidence that his needs will be supplied promptly with dyes of an established standard.

National Aniline and Chemical Company, Inc.

<i>New York</i>	<i>Chicago</i>	<i>Charlotte</i>	<i>Toronto</i>	<i>Philadelphia</i>
<i>Boston</i>	<i>Hartford</i>	<i>Montreal</i>	<i>Providence</i>	<i>San Francisco</i>

Warp Take-Up and Tensioning Mechanism for Looms.

Sewall K. Oliver, of Columbia, South Carolina, has invented certain new and useful Improvements in Warp Take-Up and Tensioning Mechanism for Looms.

This invention relates to looms and more particularly to an improved take-up mechanism that will maintain the warp threads under proper tension after the threads have been drawn back and slacked to permit what is called a "pick-out."

In the operation of weaving it frequently occurs that a weft thread breaks or a defective yarn becomes woven in on the warp threads so as to make a defect in the finished cloth and it is necessary, in certain grades of goods to draw out these defective threads and then, after pulling the warp threads back a few

inches and properly tensioning them, start up the weaving again so as to replace the defective threads with new weft threads—in other words, reweave the portion of the cloth that was defective. This operation is known as making a "pick-out."

Where the warp yarns are fed from a beam, a pick-out can be accomplished by winding back the beam or spool from which the yarns unwind but in other methods of weaving, such for instance, as where the warp yarns are fed from a large number of spools in a rack or creel, great difficulty has been experienced in effecting a pick-out. In this last method of weaving the warp yarns, coming from the spools in the creel, are passed through a guide bar having a series of holes in it for maintaining the threads in proper position. Occasionally, the warp threads are placed under tension by frictional means within the creel but usually said threads, after having been passed through the guide bar, are then passed around a friction drum before going into that portion of the loom where the weaving takes place, the friction drum properly tensioning the threads and controlling the speed with which they are fed to the loom, all as is well understood in the art. This method of weaving from a creel possesses some important advantages, particularly as applied to some special classes of goods, but, with other classes of goods, such as

that used in weaving canvas, it is impossible to pull the warp threads back evenly and satisfactorily so that a pick-out can be made, due to the warp threads slipping when the friction drum is turned backwards, and creel looms, have practically been abandoned for the weaving of goods where it is necessary to make pick-outs.

One object of the present invention, therefore, is to provide auxiliary tensioning means by which slack warp threads between the let-off devices of the loom and the point where the goods are actually woven may be taken up and held under proper tension between those points without affecting those portions of the warp threads extending from the friction drum back to the creel or other source of warp supply.

A further object of the invention is the provision of means that will maintain the proper tension on the warp threads between the friction drum and shed forming mechanism until the reweaving necessitated by the pick out has been accomplished.

In the accompanying drawings: Figure E is a side elevation of a loom embodying the present im-

provements, the loom being shown, more or less, in a conventional manner.

Fig. 2 is a detail view of the warp thread engaging devices for taking up and tensioning the threads; and Fig. 3 is a detail front elevation take up and tensioning members. One of the side main frame members of the loom is indicated by the reference numeral 10 and the friction drum 11 extends transversely of the loom. As is usual, the friction drum 11 is rotatably mounted of the operating mechanism for the

gear on take-up roll 16 and the two rolls being geared together. The construction and operation of the parts described is, of course, well understood in the art, and further description is unnecessary.

Should a defective weft thread be woven in on the warp threads, the ratchet 24 and a safety ratchet 31 are disengaged from ratchet wheel 25 and the take up rolls are rotated backward. The defective weft threads are then removed and the warp yarn pulled back, causing them to become slack between the heddles 14 and friction drum 11. It is necessary, however, that said warp threads be placed under tension before weaving is again commenced and this has generally been accomplished heretofore by rotating the friction drum backwardly, the warp yarns being placed under tension between the drum and source of supply, the slack at this last point being taken up by some suitable mechanism or by returning it to the source of supply, although this last method is not practical in looms fed from creels, due to the large number of spools. In actual practice, however, removal of the slack beyond the friction drum by reversing the rotation of the latter

in the frame, its speed of rotation being controlled by a brake band 12 acting upon a small drum 12a geared to drum 11. The warp yarns 13 are supplied from any suitable source (not shown) and are partially wound around the friction drum 11 from which they pass to the heddles 14 of the shed forming mechanism. At this point the weft thread is run in on the warp threads, and each weft thread beaten up by the lay sword 15, after which the woven cloth 18 is taken up by the take up rolls 16, and 17. The operating connections for the take-up rolls are of the type found in the well known Crompton-Knowles loom and consist essentially of a cross shaft 19 journaled centrally of the main frame 10 and provided with a gear wheel 20 adapted to rotate a cam wheel 21. Cam wheel 21, through a link 22, imparts a rocking motion to a loosely mounted lever 23 having a ratchet or pawl 24 on its upper end adapted to impart an intermittent rotary motion to a ratchet wheel 25 mounted on a shaft 26 and shaft 26 rotates the take-up rolls 16, 17 by a series of gear wheels, 27, 27, 29 and 30, the last mentioned gear meshing with a

has proved unsatisfactory and unsuccessful, particularly with hard, firm goods, such as used in the manufacture of canvas, as materials having these characteristics almost invariably slip when the movement of the friction drum is attempted to be reversed, resulting in a number of single threads becoming slack between the drum and creel or other source of supply.

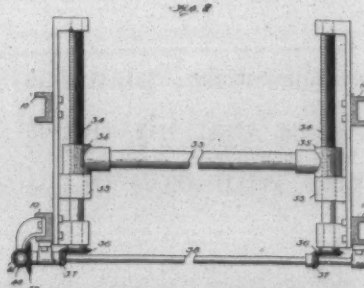
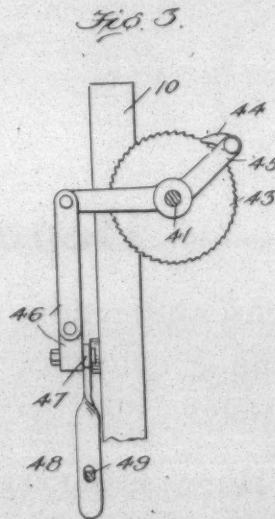
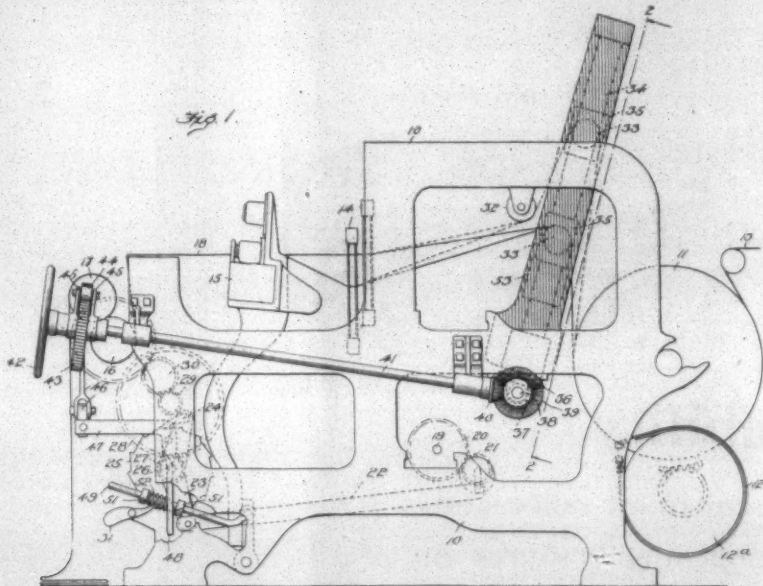
The present invention, therefore, contemplates the provision of a mechanism that will take up or tension the slack warp threads intermediate the friction drum or other let off device and shed forming mechanism without the friction drum or that portion of the threads between the friction drum and creel being moved or otherwise affected. The preferred form of mechanism for accomplishing this result is illustrated in the accompanying drawings, it being understood that the present invention is not limited to the particular structure shown except where the claims specify such structural limitations.

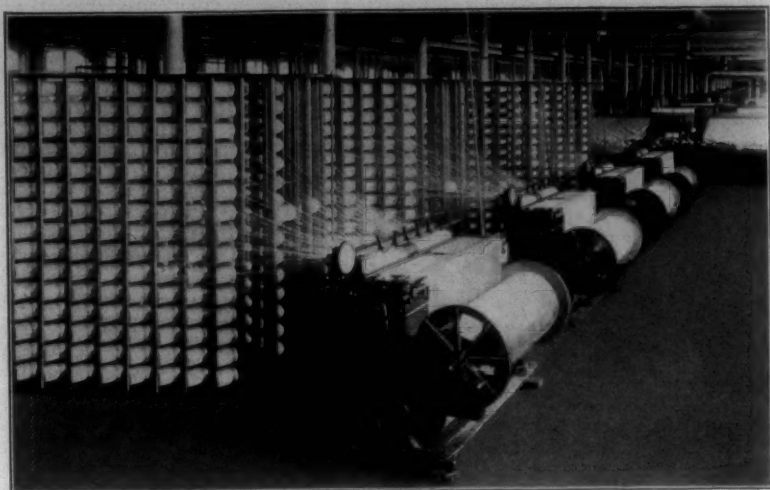
In this preferred construction, a pair of cross bars 32, 33, or other suitable means that will engage all the warp threads, are arranged transversely of the frame intermediate the friction drum 11 and heddles 14 and the warp yarns pass through between these two bars. One of side bars, is fixed and the other bar, is movably mounted, suitable mechanism being provided for raising and lowering said movable bar. Normally the two bars are positioned practically in the same horizontal plane adjacent the upper surface of friction drum 11, serving practically as guides for the warp threads but when said threads are slacked or backed up for the purpose of making a pick-out, the movable bar is moved relatively to the fixed bar to a position (as indicated in dotted lines in Fig. 1) where the increased distance traveled by the threads between the drum and heddles places said threads under the proper tension to permit weaving to be resumed. After the weaving operation has been resumed the movable bar is automatically returned to its normal position by connections actuated by a driven part of the loom and hereinafter described.

Preferably the bar 32 is fixedly mounted in the side frame members 10 of the loom and bar 33 is carried on two upwardly extending rotatable screw-threaded posts 34 mounted on the loom frame, said cross bar 33 being provided with screw-threaded sleeves 35, at its ends, engaging the screw threads of the posts whereby rotation of the posts will elevate or depress said cross bar. Mounted on the lower ends of the posts 34 are bevel gears 36 geared to similar gears 37 on a transverse shaft 38 mounted in the main frame immediately below the lower ends of posts 34. Shafts 38 is provided at one end with a bevel gear 39 cooperating with a pinion 40 on one end of a shaft 41 extending to the front of the loom, at which point it is provided with suitable means, such as a hand wheel 42, for manually rotating the shaft.

Rotation of hand wheel 42 and

(Continued on Page 27)





SLO-FLO

*The Scientific Lubricant
for Textile Machinery*

Increases Lubricating Efficiency Eight Times in the Warp Room

NOBODY knows better than the man who has charge of the warp room that the spooler reservoirs have to be cleaned out every thirty days or so. A mean job. And every time you clean the reservoirs and fill them again you run another chance of getting oil on the running parts. When this happens it means oil-soaked yarn, and plenty of it!

In mills that use Slo-Flo, a single lubrication often last six months or longer. On the average Slo-Flo has eight times the lubricating efficiency of ordinary lubricants. A big saving in lubricant cost alone, not to mention that greatest of all savings—no more stained yarn!

The cohesive qualities of this semi-liquid lubricant absolutely prevents it from crawling, throwing or dripping.

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SCIENTIFIC LUBRICANTS for SCIENTIFIC LUBRICATION

Overseer to Superintendent

Written exclusively for Southern Textile Bulletin by "Old Fixer", a man who has had long & varied experience in this work

Regulation of the Filling.

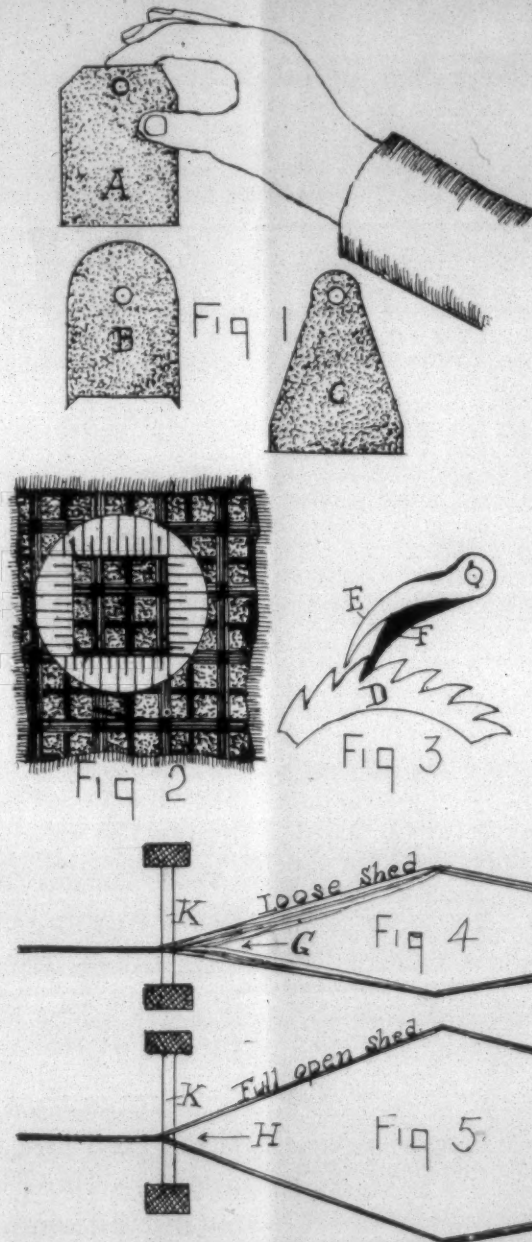
The calculations of a superintendent are often changed by the variations of the number of picks per inch woven in the cloth in progress of weaving. Even on looms provided with positive let-off and take-up devices there is a chance for a variation due to the fixer or the weaver disturbing the adjustment. The overseer of the room is responsible for the uniformity of the weaving of the cloth and he in turn holds his assistants liable to a certain extent. But it is not often that a loom fixer or a weaver undertakes to regulate the picks. Some superintendents are accustomed to count the picks per inch in some of the looms while the weaving is in progress, rather than wait until the goods reach the inspecting department. In Figure 1 we show three convenient little pocket pick-counting devices made of sheet metal and cut an inch wide. The one designated A is a common pattern and is drilled with a hole so that it can be carried on a key ring if desired. The type B is furnished with projecting points at the lower terminal as these points aid in determining exactly the width. Another form is shown at C. Some men use a small instrument like that shown in Figure 2 and place it on the fabric and count the number of picks enclosed in the square which is supposed to be one inch in size.

Worn Friction Bands Cause of Uneven Picks.

If one were to inspect a section of looms in almost any mill running with friction bands on the beam heads he would see why the calculations of number of picks per inch are altered.

He would find that some of the looms are pounding an excess of two or more picks per inch into the cloth as a result of the gummed condition of the woolen or cotton heading which has been wound about the friction band for controlling the let-off of the warp. He would find other cases in which the number of picks per inch were falling off in number due to the entire absence or part absence of the banding material on the side of the friction band on the flange of the loom beam where the average fixer or weaver does not notice it. As soon as such defects are noticed the friction bands are removed, one end placed in a vise and new cloth wound on. But sometimes the defective band runs on for many yards of cloth, all the while making irregularities in the number of picks per inch of the filling.

Even when automatic let-off or take-up devices are used, more or less care is required to keep them in perfect running condition as is the case with all mechanical improvements. Figure 3 is a view of that part of a take-up gear with its two pawls, that does most of the work. One pawl is black and the other white. It is intended that the point of one of the pawls be against



the inner edge of a tooth at all times. This is necessary to retain the gear from moving backwards at each blow of the law when driving home the filling. In the view the black pawl F has gripped the tooth and will hold the gear steadily for the next movement of the lay and then the white pawl E will drop its end into the same tooth and retain the gear in position for the next movement when the pawl F will again take hold and so on. It is when the cogs or the gear D or the ends of the pawls get worn and slipping occurs that the picks are put in unevenly. The rule for adjustment of the pawls is that when the end of one pawl is holding the gear as pawl F is doing in this case, the end of the other pawl should be in the center of the next cog.

Thus the point of one of the pawls is always holding the gear while the other pawl is at rest. In case of the pawls getting worn off so that they are the same length, one or

other may be filled to the required size.

Loose Warp Threads Prevent Full Allotment of Picks.

Another place where the superintendent finds that his close estimating of the number of picks per inch has been interfered with is in the formation of the shed of the loom during the weaving. If the shed is too small, or if there are loose ends in the warp so that the opening of the threads is retarded as shown at G Figure 4 the filling will not be beaten up as freely and securely as normal and fewer picks will go in. The reed K will be hindered in its action on the filling and the chances for production uneven cloth will be increased. The loose threads in the shed cause friction and chaffing so that the filling cannot be hammered into place readily as is the case with the full open shed of threads at the proper tension as in Figure 5. The space H is wide open and there are no drooping ends to retard the ac-

tion of the reed K in its work.

The crowding of the filling threads to make up miscalculations in the weight of the warp, or the number of threads per inch in it, always brings on complications hard to deal with. Sometimes a piece of goods will come off the loom so far underweight that orders will be given to increase the number of picks per inch to a point where the warp threads will be under excessive tension. This will cause increased breaking of the ends and imperfections will multiply.

Some times it is better to take out the warp and draw it into a wider reed, thereby gaining a few inches in width and consequently increasing the weight of the texture. Or the weight of the filling can be increased. It is not always the fault of the superintendent that crowding of the picks is necessary to make up weight. Sometimes the firm ordering the goods wants a lighter weight after the yarn for both warp and filling has been spun. Or there may be odd lots of filling on hand which is desirable to work off and this falling may vary in weight. In weaving fancy cotton dress goods a selvege of twelve or eighteen threads can be added to the width of the cloth by using tie-ups on the loom, thus gaining extra weight in these additional threads and in the added stretch of filling which will be woven in on each side. It is an easy matter to order heavier filling, if the shortage in the weight of the woven cloth is detected before all of the filling is off the spinning frames. But with short-order fabrics all of the filling is usually off the frames before the first cuts are woven. If the warp and filling threads are of a character that will permit of additional picks per inch, the shortage in weight can be overcome very readily. It is when the threads are of a physical construction to make this impracticable that the superintendent and overseers have to resort to various plans to correct the defect.

W I L T S Veneer Packing Cases are lighter and stronger

Here are perfect 3-ply Veneer Packing Case Shooks. Their extreme lightness saves 20 to 30 lbs. in freight on every case shipped. They are stronger than inch boards, burglar proof, waterproof and clean—no cracks for dirt to sift through.

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Orders Executed For 10 Bales
or Multiples Thereof
Members American Cotton Exchange

Urges Development of New Designs.

(Continued from Page 4.)

goods and to color are absent; it is a dear purchase and unsatisfactory for everybody.

Trademark Movement.

"I am glad to see that the trademark movement is making headway in textiles; goods made to a standard and maintained at a standard, goods that may be purchased in the market with the assurance that not only are they backed by the retailer and wholesaler, but by the manufacturer himself. In the remote event of any trouble arising with this class of goods, the difficulty is quickly located and quickly removed and the customer satisfied. I remember that in the days of my youth, when there were few trademarks in the cotton trade, my mother required for her household certain brands for one purpose and certain others for other purposes and nothing else would satisfy her. I have no doubt there were other fabrics equally as good on the then more restricted market, but only those she knew by name were used by her.

"There is no feeling that the cotton textiles have reached the limit of their development, nor that every use of cotton has been exhausted. I was very much interested to hear a woman buyer of a New York house speak at our annual meeting some two years ago. She discussed what she terms the 'aesthetic development of cotton fabrics.' It seemed as though she were about to enter upon a purely artistic discussion, but she quickly brought us down to earth by saying, 'I am speaking solely from the viewpoint of my commercial experience.' She spoke about what she termed an 'untouched field of opportunity.' She suggested that we create something distinctively our own, something, I gathered, in the way of fabrics that would maintain and develop American traditions as truly as the designers of Japan, China, India and Russia do their countries. There is a strong tendency to copy European designs to follow the aesthetic tastes of other countries. In the development of her theme she touched upon what seemed to me a very practical side—the fact that cotton is facile, that it may be used more extensively by makers of costumes as a substitute for expensive silks. She added this statement, for the truth of which any manufacturer of cotton fabric will vouch, namely, that there is a softness in cotton that produce color undeniably more aesthetic than anything possible in silk.

Spindle Hours.

Washington.—Activity in the cotton spinning industry slackened up somewhat during July, as compared with June, the number of active spindle hours being reported today by the Census Bureau as 7,044,957,625, a decrease of 604,000,000 from June. Every important cotton spinning state showed a decline in the number of active spindle hours, North Carolina showing a decrease of 113,000,000, Massachusetts 97,000,000 and South Carolina 96,000,000. In June there was an increase of 125,900,000 active spindle hours over

place July 31, of which 31,975,269 were operated at some time during July, compared with 36,900,924 in place June 30 and 31,877,015 operated some time during June.

Of the aggregate spindle hours, those in cotton-growing state numbered 4,019,646,862, a decrease of 255,000,000 from June, and those in all other State, 3,025,310,763; a decrease of 346,000,000.

The average number of spindles operated during July was 32,242,369 or at 87.3 per cent capacity on a single shift basis, while in June the available was 33,803,293, or 91.6 per cent capacity. The average number of active spindle hours per spindle in place for July was 191 compared with 207 in June.

Active spindles and the number of active spindle hours in July by States were

Alabama 1,216,801, active spindles and 327,573,449 active spindle hours; Connecticut, 1,244,222 and 246,431,894; Georgia, 2,533,176 and 636,925,044; Maine 1,095,794 and 201,021,840; Massachusetts 10,048,400, and 1,778,968,556; New Hampshire, 176,633, and 36,603,118; New Jersey, 416,359, and 56,602,467; New York 894,687, and 203,262,360; North Carolina 5,171,809 and 1,380,151,382; Pennsylvania, 153,317, and 28,714,376; Rhode Island 1,955,144 and 390,635,460; South Carolina 5,001,089 and 1,293,070,494; Tennessee 422,278, and 98,548,362; Virginia 615,738, and 133,889,276; all other States 1,029,622 and 232,559,547.

Converse & Company Issue Sheetting List.

A new brown sheetting and drill list was issued this week by Converse & Company on many of their branded lines, as follows:

Branded Fine Brown Sheettings.

Count	Wt.	Brand	Price per yd.
40-36	6.50	Household LL...	8%
40-36	6.50	Household LL...	8%
40-40	6.10	Bronson C.....	8%
48-40	5.50	Comet LL.....	9%
48-40	5.50	Comet LL.....	9%
48-48	5.00	Hercules LL.....	10%
48-48	5.00	Hercules LL.....	10%
52-48	4.70	Beechwood B.....	10%
52-48	4.70	Beechwood B.....	10%
56-56	4.25	Enterprise LL.....	12%
56-56	4.25	Sunburst LL.....	12%
56-56	4.25	Union Mills.....	12%
52-48	4.00	Gibraltar LL.....	12%
55-48	4.00	Graniteville L.....	12%
52-48	4.00	Graniteville HHH.....	12%
56-60	4.00	Henders'n Family A.....	12%
60-56	4.00	Virginia G.....	12%
60-56	4.00	Best of All LL.....	12%
68-64	3.75	Peaks of Otter.....	13%
68-64	3.75	Valley Rose.....	13%
68-64	3.50	Otter A.....	14%
68-64	3.50	Otter A.....	14%
68-64	3.50	Lynchburg LCM.....	14%
48-44	3.25	Graniteville EE.....	13%
48-48	3.00	Graniteville AAA.....	14%
80-80	4.00	Graniteville D.....	15%
60-56	3.60	Henderson D.....	13%
60-56	3.60	Virginia D.....	13%
60-56	3.15	Otter D.....	16%
68-64	3.15	Lynchburg D.....	16%

Last four numbers 40 inches.

Branded Fine Brown Drills

68-40	3.25	Graniteville Fine..	13%
68-44	3.00	Graniteville Imp'd.	14%
76-48	2.85	Graniteville St'nd..	15%
76-58	2.50	Graniteville Boats'l	18%
76-58	2.50	Graniteville	
		2 blue lines.....	18%

"BRETON" MINEROL "F"

For
Cotton Print Goods

"It softens uniformly the blotch"

BORNE, SCRYMSER Co.

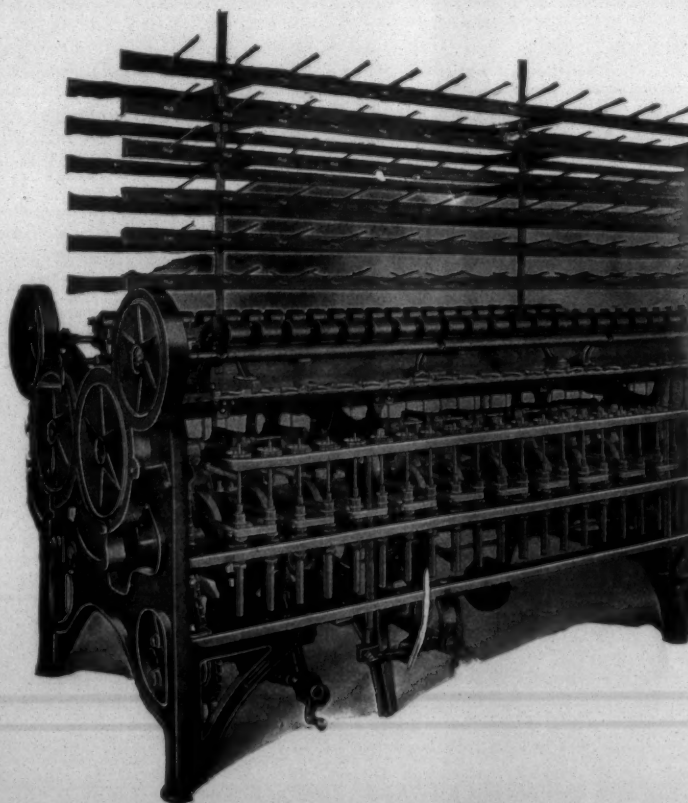
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Save 50 per cent. operative power
Produce more even yarn

TAPE-DRIVEN TWISTERS

COLLINS BROTHERS MACHINE COMPANY, Pawtucket, R. I.

A. B. CARTER, Southern Representative
Gastonia, N. C.

Wanted: Better Salesmanship Abroad.

(Continued from Page 3)

fault now being reported in this connection is the assignment of foreign agencies to those dealers who place the largest orders, regardless of the dealers' organization, stability, and capacity to render service. Equally dangerous is the selection of a house which is already handling so many more profitable classes of goods that his own line is certain to be slighted or ignored. When the agent selected happens to be of competing European nationality, the error is all the more serious.

The ability to form a shrewd, just estimate of persons and situations is, therefore, invaluable in a traveling representative abroad, primarily because his responsibilities are apt to be greater than those of a domestic salesman.

The Question of Nationality and Race.

The question of the salesman's nationality is most important. He should be a real American and should bear the indubitable appearance of one. In too many cases men have been chosen merely because they were born and raised abroad and are supposed to have contacts in a foreign country. If a salesman is selected who is a naturalized American, special care must be exercised with respect to his foreign contacts. The work of such a man, going back to his old home as representative of a high-grade American concern, will be valueless unless, in addition to his standing here, his position in his own community was of the best before he came to the United States. This matter is certain to be rigorously investigated by the prospective purchasers whom he approaches.

In connection with these remarks two examples may be cited. The first is that of an American citizen who is a native of an eastern European country. He has a good technical knowledge, is a university graduate, and has gone through two years of the most thorough apprenticeship in an American steel plant. Yet, upon his return to his native country, his family connections, and the personal and political antipathies involved in those connections, were such as to prevent his success. An American with similar general qualifications, even without the linguistic ability, would have been received most cordially where the native-born European was met with instant rebuffs.

Another Instance of Unfitness.

The second example is that of a salesman sent to Europe by an American grain exporter. This man was the son of a high official in a central European country. Yet his efforts were futile and his services worthless. He did not know the old conservative business firms. The possession of money affected his character, and he plunged into reckless living. Before the American firm could stop him he had exhausted a large letter of credit and drawn checks to the amount of \$4,000. He accomplished nothing in a business way, and, like the previous case, he left a wake of contempt and antipathy toward American business in general which has directly

affected our trade in those sections. Foreign business men will make allowances for out-and-out Americans that they will not make for natives of their own countries. In general, they have a definite and correct idea as to what a typical American is, and they like to be approached by such typical Americans on business matters.

The "Sales Instinct."

Efficient salesmanship is, naturally, a vital requirement, distinctly more important than proficiency in foreign languages. The traveling representative must be a salesman by nature, with the "sales instinct." This is a point on which a manufacturer can easily assure himself either by demanding references on previous sales experience or by giving a man an opportunity to demonstrate his ability in some near-by territory. As was indicated above, domestic sales ability does not always insure success abroad, but the lack of it obviously makes the appointment of such an inexperienced representative a highly speculative enterprise and not justifiable from the standpoint of a business investment.

The representative for foreign service should have a well-balanced compensation of sales problems and a psychological understanding of the buyer's position. He should not be a mere "order taker."

Desirability of Preliminary Training.

Certain experienced export houses advocate the policy of taking a man into the home office and training him in company policies and organization for at least two years before he is sent abroad. Such an apprenticeship provides another important asset—enthusiastic loyalty. A thorough course in the company's plant is also regarded as desirable by many, so that the prospective traveling salesman may be entirely familiar with the product and the possibilities of adapting it to meet new demands. If the salesman does not understand his particular line of merchandise, its technical nomenclature, raw materials, etc., his lack of knowledge becomes evident as soon as he meets an experienced buyer; in such a case, the confidence of the purchaser is shaken.

Not long ago one of the highest-priced makes of American automobiles was being represented in South America by a traveling patent-medicine salesman, whose sole qualification for the position was his knowledge of Spanish and of "the customs of the people." He made this company ridiculous in the eyes of scores of shrewd Latin American business executives who put the incident down as "just one more example of Yankee stupidity." Precisely the same mistake was made by a leading revolver concern, which sent out as its South American salesman an accomplished linguist, the son of a missionary born and brought up abroad, who had spent two weeks in the factory in Connecticut and had not even a "speaking acquaintance" with the mechanism of his samples.

It is nothing less than ridiculous for a steel company to send to Europe a man who does not possess a fundamental knowledge of the steel business and whose only asset is a long detail in Europe with the Army

or with an American charitable organization. It is far more absurd and more expensive than it would be for the same corporation to make him its district manager in Detroit or Chicago. In this country he can at least get in touch with the home office by long-distance telephone if he is in trouble. But when he is abroad this is impossible.

Knowledge of Foreign Conditions and Languages.

A preliminary knowledge of the peculiar characteristics and conditions in the country to be visited will contribute very greatly to the success of the salesman. Just before he sails he should supplement this preliminary information with the latest data available in the Department of Commerce. Without basic market information of this sort he will have difficulty in judging the possibilities of sales development and may waste his efforts trying to place goods where there are not prospects of adequate returns for the money spent in cultivating the field. But, as already indicated, the possession of such general knowledge of foreign conditions should not be the sole determining factor in the selection of a traveling representative.

With respect to the salesman's ability to speak the languages of the countries he is to visit, there is a general agreement that such knowledge is very desirable, but the instances cited above confirm the opinion of some experienced exporters who are inclined to believe that its importance is overemphasized and that it should often be considered subordinate to the possession of other qualifications. It is unquestionably important, but not so much so as character, salesmanship, knowledge of the company's product and policies, and thoroughgoing Americanism. It may be noted, by the way, that observers of the Department of Commerce and others have discerned a marked improvement in recent years in the linguistic ability of American traveling salesmen abroad.

Accuracy and Exactness—Supervision.

Accuracy and exactness are especially essential in an overseas salesman; any deficiencies in these respects will mean serious losses of time, disagreements, canceled orders—and another blot on America's trade reputation. After an order is taken it is very necessary that it should be written up explicitly as regards terms and methods of packing and that accurate information regarding the customer and his standing should be given. It is possible for a serious disagreement to arise between the manufacturer and a customer if the former does not fully understand the instructions that he received from the salesman who made definite promises to the customer. A very large percentage of the commercial disputes coming to the attention of the foreign offices of this Department arise from hastily written orders and careless statements of terms, delivery arrangements, etc., in the documents drawn up by the salesman.

Close supervision over the traveling agent's activities is one of the best methods of obviating difficulties. The home office should keep in close touch with him, by corre-

spondence and otherwise, and should consistently direct and aid him. It is obviously wrong for a man to be without direction from his company for months while he is traveling in a foreign field. This is one of the commonest causes of difficulty with American overseas selling.

Another prevalent fault is the curtailment of the time to be spent abroad by the salesman. This point deserves careful consideration, because an unduly hurried trip, especially if it is an inaugural effort, results in inaccurate estimates of market possibilities, hasty connections, and other wasteful errors. "Hurry-up workers" sent out "just to get an idea of the field" have been responsible, in some instances, for serious mistakes in policy and oversights of opportunities.

Continuity in Service.

An important criticism that may be offered with respect to the position of the traveling agent is the lack of continuity of employment. It seems difficult for some American concerns to retain the services of a first-class export man. Better offers from other firms constitute a great temptation, and the result is that many do not have the advantage of employing the same salesman in the same territory for a number of years. It is of the utmost importance that the connections of an export house established by foreign representatives be maintained, and this can best be done by sending out the same agent year after year. It is, quite evidently, a waste of effort to change personnel too often. The first trip must necessarily be one of education more than of definite results in the way of orders. In this connection most American firms have made serious mistakes and, because of their change of personnel, have found that their competitors have taken away a great deal of their trade.

Many firms have been disposed to change their salesman if one the first trip he has not made a great success. This has injured them greatly in the eyes of their customers, who are inclined, for this reason to withhold absolute confidence from such a house. Even though a first trip does not result in a deluge of orders, manufacturers should be just as careful before dispensing with a salesman's services as they are in employing him. They should ascertain whether his success was less than could reasonably be expected.

Furthermore, to obtain the best results, the traveling representative should be paid a good salary, so that he may be contented and comfortable. Cutting down expenses by reducing the income of the man abroad is false economy. First cost as regards salary has been the chief consideration of many firms, with the frequent result that in the end they have paid dearly for their experiment. There should be generous travel allowances, since entertaining is essential in many regions of the world.

Legal Aspects to Be Considered.

It is necessary to supply each traveling agent with a power of attorney clearly defining the scope of his activities—a little more limited as to authority in the case of a new

(Continued on Page 27)

To Represent Cyclone Fence.

L. E. King who has represented the Cyclone Fence Company in Ohio for many years has been transferred to Charlotte and will represent the same company in North Carolina and a large portion of South Carolina. Besides being an experienced salesman Mr. King is an expert in the wire fence business.

Jack Bothamley Accepted Position With Klipstein.

John Bothamley of Atlanta, Ga., has accepted a position with A. Klipstein & Company and will travel Georgia, Alabama, Mississippi and part of Tennessee.

Mr. Bothamley has been identified with the dyestuff industry for many years and is one of the best known and most popular men who travel the textile territory out of Atlanta.

Paul Haddock, of Charlotte, is Southern representative of A. Klipstein and Company and has obtained a valuable assistant in Jack Bothamley.

necessary to build larger and more desirable offices in Philadelphia. New and larger quarters have been secured at 612 Franklin Trust Building, 18 to 22 South Fifteenth Street. The offices are in charge of J. A. Meaney, Philadelphia District Manager.

G. F. Pruitt with A. B. Carter.

G. F. Pruitt, formerly overseer of spinning at the Gastonia Cotton Mills, Gastonia, N. C., will represent A. B. Carter in the Gastonia section, handling several lines of textile machinery and supplies for which Mr. Carter is selling agent. Mr. Pruitt has long been recognized as an expert cotton spinner and his many friends will be interested to know of his new connection.

Financial Report of Victor-Monaghan Company.

Greenville, S. C.—For the fiscal year ended June 30, 1922, the Victor-Monaghan Company reports profits amounting to \$1,319,812.60 derived from the sale of cloth and yarn, interest, operation of stores, etc. After allowing deductions for freight, taxes, interest and other expenses amounting to \$429,271.29, profits before deducting depreciation, federal and State taxes, amount to \$1,190,451.31. The company has set aside \$384,601.31 for depreciation and \$130,645.54 for taxes, and after these provisions net income for the year amounts to \$675,294.46 thus bringing the company's surplus to \$1,379,646.05.

Among current assets inventories amounting to \$2,756,889.74 are reported. Total current assets are paced at \$3,329,807.06 as compared with current liabilities of only \$976,508.33.

During the year the company has made additions to its properties less depreciation now stands at \$6,904,039.79. Dividends at the rate of 7 per cent on the common and 8 per cent on the preferred stock of the company of the company in all amounting to \$745,723.90 were paid to stockholders.

Loom Fixers Wanted.

Want two first class loom fixers for Model E Draper looms. Good job, good city. Address Loomfix, care Southern Textile Bulletin.

For Sale

683 Absolutely New Steel Ball Bearing Twister Spindles.

These are band drive for 4½" rings (4"x6" Bobbin, 9-16" blade) They are in original cases and perfect. Many of the same lot are in successful operation. Low price for cash.

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Your Mill Supply House will furnish you Mi-Cleanser, or order direct from the factory.

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Charlie Nichols, General Manager
Asheville, N. C.

STRUCTURAL and Bar Steel, Ornamental Iron, Lupton Steel Windows, Chicago Tanks and Towers. REINFORCING BARS AND LUPTON STEEL WINDOWS in stock in our Charlotte warehouse. Immediate shipment. We are prepared to cut and fabricate reinforcing bars. Send plans or list of material for prices. *Our Engineering Force is at Your Service.*

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Chicago, Ill.

San Francisco, Cal.

Hamilton, Ont., Can.
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Effect of 48-Hour Week

(Paper prepared for the Eleventh International Cotton Congress, at Stockholm, June, 1922, by Arthur Foster, Director, Geo. & R. Dewhurst, Ltd., Preston, and Chairman of the North Lancashire Master Cotton Spinners' and Manufacturers' Association, England.)

The subject of my Paper is the effect of the 48-hour week on Production in Cotton Mills. In order that the facts I shall state may be viewed in their true perspective, I shall in the first place make a rapid survey of the general economic position.

The common aim of all nations is to at least maintain and if possible increase their wealth; and we of the Cotton trade have each our part to play in order that our respective countries may accomplish this object. The playing of that part will, of course, involve international competition—an unmixed good, in my opinion, for everybody concerned; but playing it completely means more than this: it means progressively extending the markets for the products of all countries. This is the real bond which, as these meetings testify, enables us to deliberate in common without embarrassment or undue reserve.

But in Britain, the country which I represent, the cotton question assumes a peculiar and vital importance. Like the elder Jevons, when speaking of British coal, I am tempted to say that the cotton question is for my countrymen almost of "religious importance." We are an island people with native food resources sufficient to feed only one quarter of the population, and questions affecting our trade must in the long run always be determined by considerations of the food we require from abroad. We are constantly charged by our operatives with obstructing every reform that is proposed, on the ground that the trade will be ruined whereas in fact it is not. But when you reflect upon what the consequences would be to us if any important branch of our export trade were indeed ruined, you will not wonder that we proceed cautiously, but will rather marvel at the reforms we have accomplished already.

The root of the problem of hours is the capacity of the United Kingdom to maintain its population in spite of the ravages of the war, the population of England and Wales, as enumerated in the census of last year, has substantially increased. From 36,070,492, recorded in 1911—I am excluding Scotland and Ireland—the figure has risen to 37,885,242, showing an increase of 1,814,750 persons. It is true that the rate of increase is notably lower than in any previously recorded period, but even five per cent is by no means negligible. As these increases continue, we are presented with two plain alternatives: either to augment our food supplies, and so maintain the standard of living of our people, or to rest content with our existing resources and watch

the standard of living steadily decline.

Roughly calculated, our home supplies feed barely a quarter of our people, and the balance—three mouthfuls out of every four we consume—are obtained from abroad and paid for with what we export. If these exports fail, we are in danger, as Dr. Ingle has pointed out, of relapsing into the position of agricultural England of the seventeenth century.

It will be interesting to enquire how this has happened. Some of our critics abroad, drawing a superficial inference from the volume of our foreign trade, have concluded that our present position is due to a deliberate policy, and that our traditional aim has been to establish ourselves as manufacturers for the rest of the world. The truth is that we became what we are, not from deliberate choice or the working out of a predetermined policy, but from economic necessity. With mechanical invention, the discovery of steam power and the development of the mineral resources of our island, a demand sprang up in foreign countries for those aids and comforts which these things had contributed to life in our own, and as the natural consequence we began to exchange the product of our people's skill for a variety of commodities abroad, which were then in abundance. By degrees the demand for manufactured articles spread throughout the civilized world, and as we were then alone among the nations that could respond to it, our people found themselves compelled to concentrate their whole energies upon industrial production and development. The railway for example was recognized as a revolution in the means of transport, and a demand for British railways grew up in every civilized and semi-civilized country throughout the world. In return for exported railways, we received such native products as were available. With a rapidly expanding population, we preferred wherever possible to take foodstuffs. By constructing this new means of transport, for which we received our payment in food, we unintentionally became the benefactors of all those foreign peoples who were thus enabled to facilitate the communication, overcome the obstacle of distance and exploit with far greater ease their own native resources. If we realize today, that quite near to this building in which we are sitting it is possible for us to consume food that has been produced in nearly every part of the explored globe, I shall not be accused of exaggerating when I say that the pioneer work of my country in industry is a rich contribution to present-day civilization.

I have digressed somewhat from my theme, but I have been anxious to show not only how largely dependent we are on other countries for our sustenance, but how it is that other nations have helped to make us so. The inherent weakness of this arrangement, which it would

be easy to exaggerate, is that while the great bulk of the goods we offer are not absolutely and directly indispensable to life itself, the goods we want are necessities without which life for the most of us cannot be supported at all. A food shortage following war or drought in any other country affects that country's power to export food, and checks the outward flow of our own products. If, instead of two units of wheat, only one is now available, this one unit will exchange for a greater quantity of our cotton, wool or coal than formerly, because although at a pinch its possessor can do without warmth or clothing we who offer these comforts are utterly unable to do without food. It is therefore apparent that the chief interest of the British people lies in the prosperity and plenty of food-producing countries and in the cultivation of trading relations with them. The former is, of course, largely outside our control; the weather or internal trouble may do more in a few weeks than the whole organized effort of the British people could do in a decade. That is where this densely-populated island of ours has given hostages to fortune.

In recalling these facts, we need not draw the conclusion that our plight is hopeless. Wisely, we have extended our trade to all the food-producing countries, proving an effective world-wide demand for the goods we produce in exchange. If unfortunately for its people, the harvest of one distant country falls short, we have other countries to look to, and though we might have to tighten our belts, we should hardly starve.

Chief of our exports is cotton—both yarn and manufactured piece goods, while the textile industry as a whole accounts for by far the largest part of the volume of our foreign trade. Amongst other exports, coal has played a large and increasing part in meeting our foreign obligations; but we are probably not far from the limit of our production for export in this commodity, and the fact that the underground workers in a full week spend no longer than 38 1-2 hours in actual coal-getting has substantially advanced the cost of production and so increased the difficulties of marketing abroad. The seven-hour day for miners has increased the cost of a ton of coal by something between 60c and 72c, while increased railway rates for coal, imposed partly on account of higher wage costs due to changes in railwaymen's working conditions, have set up additional obstacles for the coal exporters.

If, therefore, we cannot look to coal for anything substantially more than its present or immediate prospective contribution to our national purchasing power abroad, it becomes evident that anything tending to restrict the maintenance and natural expansion of our cotton products in the overseas markets must inevitably react adversely upon the whole national economy. The

extent of Britain's dependence on its exports of cotton goods will be seen from the following comparisons:

Year 1923.

Net imports of foodstuffs—\$200,000,000.

Exports of cotton manufactures—\$580,000,000.

Cotton manufactures thus account for more than 45 per cent of the value of imported food consumed in this country, and the consequences of a diminishing production side by side with an expanding population may be readily gauged. Moreover, any curtailment of this country's effective demand for foreign foodstuffs, due to the contraction of its purchasing power, is bound to affect the countries from which it has ceased to buy, and must inevitably set up causes leading to an ever-widening circle of depression. And what is true of the foodstuff, we import from abroad is true also of the raw materials we import for our manufacturers. If our purchasing power is diminished there will be a tendency in those countries where these raw materials are produced to restrict production, the effects of which will be felt not for one year or one season only, but recurrently. In the case of cotton, a smaller acreage is cultivated, fewer hands are needed to pick, gin and transport it, and a tendency is created towards the reduction of employment and wages. When this happens all the agencies and services auxiliary to the cotton trade are affected. The loss extends to British shipping and all other forms of inland transport, the loading and unloading services to warehousing, merchanting, insurance, banking and other forms of financial activity.

To get to a plain story from the statistics of the cotton industry is hard at any time, unless an ample period is taken, and the abnormal transactions of the war period confuse the task further, but it is scarcely possible to be misled by the remarkable difference between the pre-war and post-war figures of cotton consumption. The average annual consumption of raw cotton by the British cotton trade for the nine years 1905-1913 both inclusive, was 19.2 million centals, comparing with an average of 15.0 million centals for the two-and-a-half years July, 1919, to the end of 1921. In the presence of organized short-time on so considerable a scale we should be challenged at once if we dared to assert that the 48-hour week is to blame. Yet who could deny that the short-time itself is partly attributable to the 48-hour week? If the duration of production is reduced from 55.5 hours a week to 48, it is manifest that the production loss measured by time is 7.5 hours per operative in a full week, and in a short week a lower figure varying with its shortness. It may therefore be asserted without further demonstration that the reduced consumption of raw cotton, with its attendant deprivations, is due, to an extent not yet definitely measured, to

the untimely curtailment of working hours from 55.5 to 48.

It might have been possible, had we been able to look forward year by year to a cotton crop that was improving both in quantity and more particularly in quality and length of staple, to have off-set to some extent the reduction in the working hours by the speeding-up of machinery, which an improved staple would have enabled us to do. But the effects of the war have been in the opposite direction, so far as cotton production is concerned. For many years we shall have to be content with a crop not only seriously reduced in amount but very appreciably deteriorated in grade and staple, and in which the strong cotton with long staple necessary to enable machinery to be speeded will be very materially lacking.

With the aspirations of the operatives to lighten their toil none but the most callous and shortsighted reactionary can disagree. Economic history is nothing but a record of steady progress as well in the direction of lightening toil as in expanding supplies. But there is a time for everything. If a tempest had brought a great tree crashing through the roof of the house in which we live, we should hardly consider the time right for curtailing our labors, whatever we hoped to do before the accident happened. Rather would we set to work with every ounce of energy at our command to put the premises to rights and to carry on the normal labors with the fruit of which we built and came into possession of the house. Yet it was precisely at a moment such as this that the cotton operatives came to us and demanded a reduction of working hours. A worse time it would hardly have been possible to find. Let us suppose that instead of cotton for war purposes, our people had been an agricultural one, engaged in the raising of foodstuffs, and that the bulk of these foodstuffs had been requisitioned by a government at war for the purpose of some new form of munitions, or explosives. Would the lesson war then have been understood? Or would the agricultural labors, tired with their undoubted exertions and sacrifices, and indifferent to the presence of shortage and the risk of a famine, have decided that the crops needed less attention? I may seem, perhaps, to be dwelling over long on one idea; but I cannot too strongly emphasize the identity of value to those of use who live in the island of Britain of the food with which we sustain our life and the manufactures with which alone we can obtain that food from abroad.

Every consideration of economic necessity condemned the operatives demand as untimely and injurious. The purchasing power of the whole world was reduced, yet we were behaving as if a war which had blown away thousands of millions of money saved had by some miracle made us all richer. At a time when the unique and pressing need was extra work to make up the losses in production caused by the war, the operatives decided that the moment had come to work less. In no country in the world, however remote from the scene of the

conflict, had the Great War failed to depress the conditions of humanity. Creditor nations including those apparently untouched by the momentous trouble, were, and still are, unable to sell their products to the people most in need of them. We see them today not the least eager amongst those who are looking for the means of extricating the world from its present difficulties. But strive and devise as they may, they will find only one answer. "What has thou in the house?" was pertinently asked of the woman whose debts were about to be liquidated by the seizure of her possessions. There is always work to put things to rights, and the luckiest inheritor of windfalls amongst us today would admit that there is nothing else but work to do it: like the woman, we must exploit what we have in the house to the full.

The case for a shorter week, like other reforms that have been proposed, rests on the philosophy that the workman is entitled to the fullest life that the dignity of human nature requires. Men are to be treated as men, and not as the agents of production, and if the interests of manhood and production are in conflict, the latter must give away. It is a philosophy with limitations for the ideal of specific minimum conditions owed morally to all men alike because of their common manhood is unrealisable. The limit of working hours must lie somewhere between two definite extremes. The one extreme is a period which will

supply the worker with sufficient rest to keep him alive and capable of working, while the other in the case of any given country is the period which will just prevent the extinction of the trade. Now this latter extreme varies in different countries, according to their skill, machine power, climate, etc. It might be x hours in England, y hours in France and z hours in the United States. But Frenchmen, Americans and the rest are men just as truly as Lancastrians are, and if the method of measuring working hours by the needs of man as man is to be taken seriously, the only logical conclusion will be that populations which cannot maintain their trade on a working week of x hours have no business to exist at all.

Hardly less fallacious is the idea that all we need to do is to agree to fix hours of work in every competing country relatively one to another. Such an idea requires the stereotyping of all production conditions whatsoever in each country and will admit of no deviation from the allotted limit of skill and dexterity, managerial efficiency, machinery developments and the rest. For if there is deviation in any of these things the relativity is immediately upset. And what becomes of our primary object the progressive extension of our markets, the common duty we owe to our respective countries? How are we then to reduce our costs so as to bring our products within reach of those now beyond

the edge of effective demand, and thus put an end to over-production—under-consumption as I prefer to term it?

Sir Milton Sheridan Sharp, Bart., Chairman of the Bradford Dyers' Association, Ltd. (one of the largest English Industrial Associations), in his annual report recently, made the following statement:

"A careful survey of our export of cotton goods over a period of 10 years—1912 to 1921—to two great eastern countries—India and China—the former, as you know, being incomparably the greatest market Lancashire has, furnishes striking proof of the influence of price on purchasing power. When divided into two periods of five years each—1912 to 1916 and 1917 to 1921—the results are very notable. In the case of India, the yardage export in the first period amounted to 10,369,991,000 yd. of an average value of 6 1-2 cents per yard, whereas in the second period the yardage export had shrunk to 6,076,425,000 yd., but the average value had advanced to 16 cents per yard, or stated in another way, whilst in the second period the yardage had decreased by 41 per cent. the value had increased by 145 per cent. In the case of China the yardage exported in the first period amounted to 2,574,548,000 yd. an average value of 8 cents per yard. In the second period the yardage export had shrunk to 1,494,441,000 yd., but the average value had jumped to 28 cents per yard, the second period showing a decrease in

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yardage of 42 per cent, but an increase in value of 228 per cent.; or, to take a much wider view, let us glance at a few figures of our total exports of textiles in 1913, 1920 and 1921, and you will quickly appreciate how they account for the unemployment and under-employment from which Lancashire and Yorkshire are now suffering:

Cotton: Yarn exported, 1,000 lbs., 1913, 210,099; 1920, 147,432; 1921, 145,905.

Piece goods exported, 1,000 yds., 1913, 7,075,252 yds.; 1920, 4,435,405 sq. yds.; 1921, 2,902,659 sq. yds.

Woolen and Worsted: Yarn exported, 1,000 lbs., 1913, 80,415; 1920, 38,638; 1921, 36,037.

Tissues, 1,000 yds., 1913, 168,373 yds.; 1920, 264,586 sq. yds.; 1921, 117,444 sq. yds.

"It is very much to the point to inquire what is the significance of such figures, always bearing in mind that the factor which is all important to the great mass of our population is the quantity of our exports. I venture to suggest only one deduction can be made, namely, that our costs of production have put our goods beyond the reach of vast numbers who formerly used them, and who would no doubt gladly do so again. It is interesting to look at the average earnings in India and China in order to form some idea of the purchasing power of the great masses of the people in these two countries. The only information I have been able to obtain relates to what I may fairly term the aristocracy of labor, namely, the workers generally in Shanghai, and the mill workers in Nigpo and Bombay whose earnings may be said with certainty to be very considerably higher than prevail generally in the two countries, yet they will suffice to bring home to you how slender is the purchasing power of probably over 90 per cent of the people.

"The following is a list of average rates of pay in Shanghai (140 cents equal to 2s. 6d.), as extracted from the General Report on China in June, 1921, page 13:

Unskilled Workers: Coolies, 30 to 40 cents per 10 to 12 hours; Mill Workers, male, 30 to 40 cents per 9 hours, Mill Workers, female, 20 to 25 cents per 9 hours; Wheelbarrow Colliers and Carters, 50 to 60 cents.

Skilled Workers: Carpenters, 50 to 90 cents per 9 hours; Bricklayers, 50c per 9 hours; Stonemasons

70 to 80 cents per 9 hours; Blacksmiths, 80 cents per 9 hours; Painters, 50 to 70 cents per 9 hours; Mechanics, e.g., Fitters, Boilermakers Electricians, 210 to 280 cents per day; Mill Foremen and Engineers, \$40 to \$100 per month; Shipyard Foremen, \$60 to \$100 per month.

"From notes on the Indian piece goods trade in 'Indian Industries and Labor' of November last, published by order of the Government of India and written by Mr. A. C. Cowbrough, C. B. E., I find it is stated that the cost of labour in India advanced between 1914 and 1920 only to the extent of about 58 per cent, whereas cloth prices had at times reached three times their pre-war value, and that when the price of imported goods rose the consumption fell off practically in proportions to the rise in price. One of our representatives in China, writing recently on the factors mitigating against business, also emphasized the increased cost of production at home in contrast with the increased wages in China, which he estimated at not more than 30 per cent.

"One interesting item in Noel Murray & Company's report for October is the wages paid per day in the spinning works in Ningpo, by a very large firm employing 2,500 workers:

	Min.	Max.
Skilled Labor:	per d.	per d.
Men	35c	60c
Women	30c	50c
Ordinary Labor:		
Men	30c	50c
Women	20c	30c
Boys (aged about 15 yrs.)	20c	30c
Girls (aged about 15 yrs.)	10c	20c
Small Boys (age 10 yrs.)	10c	20c
Small Girls (age 10 yrs.)	07c	10c

I should like to express my thanks to the many firms who have so willingly placed at my disposal their production figures.

Owing to the abnormal times through which we have passed since the reduced working week came into operation, it is very difficult to state with any degree of accuracy what the exact effect of such reduced working hours has been, and such dislocation must necessarily qualify, to some extent, the deduction which I draw from the information that I have been able to get. Had the trade been working at its normal full capacity, it is possible that some difference in result of the figures might have been shown, and I can readily believe that

Firm	Actual Yardage Per Loom for 55 1/2 Hours	Yardage Proportion for 48 Hours Per Loom	Actual Yardage for 48 Hours Per Loom	Actual Loss of Production Per Week Per Loom in Yards	Per Cent. Loss in Production	Efficiency Loss or Gain Per Cent. on 55 1/2 Hours	Firm's Loss in Production Per Week in Yards
No. 1	284.5	246.0	242.1	42.4	14.9	+1.3	64,532
No. 2	240.6	208.0	211.7	28.9	12.0	+1.5	20,432
No. 3	250.2	216.3	211.7	38.5	15.3	+1.8	42,581
No. 4	266.0	230.0	218.5	47.5	17.7	+4.3	52,535
No. 5	250.2	216.3	211.7	38.5	15.3	+1.8	42,581
No. 6	247.0	213.4	209.0	38.0	15.3	+1.8	42,028
No. 7	222.5	192.4	211.7	10.8	4.8	+8.7	10,821
No. 8	129.5	112.0	112.3	17.2	13.2	+2	19,711
No. 9	127.4	110.1	109.7	17.7	13.9	+3	20,284
No. 10	147.6	127.6	127.9	19.7	13.3	+2	22,576
No. 11	83.7	72.3	71.9	11.8	14.1	+4	13,522
No. 12	273.6	236.6	236.6	37.0	13.5	nil	42,402
No. 13	122.2	105.6	105.9	16.3	13.3	+2	18,679
No. 14	178.6	154.4	139.3	39.3	22	+8.4	109,489

*Gain. †Loss.

might have been some gain in efficiency in per unit of work per hour on a 48-hour working week as compared with a 55 1-2 hour week, than what has proved to be the fact under the conditions that have been worked during that period, but I have no hesitation in saying that nothing approaching the 15 per cent loss in production could, under the most favorable conditions in the cotton trade, have been gained in efficiency.

"On the whole there is up to now absolutely no justification for the contention which was so constantly urged when the demand for a reduced working week was made, that the trade would be no loser by adopting a 48-hour week, as operatives would make up by increased efficiency for the loss in hours.

"The operatives have been barely able to maintain a standard of efficiency equal to the 55 1-2 hour standard. This is no doubt partly accounted for by the effects of absence of experienced workpeople caused by the war and also by higher rates of pay giving less incentive to full effort.

"We believe that if we now have a regular period of full employment and particularly when wages are further reduced, we shall find an improvement in efficiency, but it will come very far short of the 15 per cent represented in the reduction of hours."

The artificial shortening of working hours, and by this I mean a shortening demanded independently of economic considerations, and having the effect of causing production to lose ground, has not even the benefit of the workers to recommend it.

I am speaking of their ultimate benefit, and I will not weary you by demonstrating a proposition that is self-evident, that a longer working week is to their benefit, immediately as well as ultimately, I am personally in no doubt. If, as I take it, the wages cost per hour worked remained the same, the operatives would benefit, and the employers would have a longer wages bill to pay. But this notwithstanding there would result a substantial saving on costs of production as a whole, due to the reduction of idle time during which overhead charges and establishment costs accumulate. Every moment that a spindle or loom is at rest requires a working moment to pay for it. The ideal economy so far as machine running is concerned would be represented by continuous working, less the fewest and shortest interruptions for cleaning, repairs, etc. The humane and practical application of efficiency, however, requires a substantial modification of this ideal, and compromise is found in a period of machine running which will satisfy the needs of growing markets without requiring undue sacrifice of rest and recreation from those without whose constant attention machinery cannot run at all. With diminishing costs, active demand and high wages, it might be an undue sacrifice to require of the workpeople a week of even 48 hours; while, on the other hand, in a period of depression coupled with declining wages and high prices the point of compromise which would ensure an

economic recovery without entailing incommensurate effort on the part of the operatives would naturally be represented by a longer working week.

The week from one Sunday midnight to the next consists of 168 hours. If the full working week of the operative—assuming a single shift is 48 hours (at the present time this 48 hours is reduced by oiling, cleaning time, etc.) it follows that buildings are unoccupied and machinery and plant are inactive for 120 hours, during which unfruitful period a long series of miscellaneous charges and on-costs accumulate. Interest on borrowed capital, which it is here my purpose to merely mention, is measured by time; time again is one of the elements in the charge we call depreciation; rent, taxes and taxes have time as their chief constituent, and the multifarious charges such as insurance have the same inexorable incidence with reference to the earning capacity of the establishment. Machinery was made for the service of man, and it performs that service only, which it is in motion. When we stop it, we are no longer served. We have it in our power to do without the services of machinery, and relapse into a state of leisured savagery with none of the amenities of civilization and culture, or to keep it running at the limit of its speed and at the longest duration of activity compatible with our own and leisured, or prosperous and occupied. But the standing charges of a mill or factory are fixed and unaccommodating because they are based on the passage of time—idle time as well as productive time. Production may be large or failing, but these "overheads" demand their full tribute regardless. When the 48 hour week is complete, the earning capacity of the mill is suspended, nor can it be resumed until the first working hour in the following week. In the meantime the on-costs that have accumulated are carried forward into the price of the second week's product.

The shortened week, again, brings with it a host of less obvious problems. Deliveries to time, for instance, are made more difficult. Greater cost will also be incurred, since if there has been any error of calculation in this respect, less time is available for adjustment. And, if after all, delivery is late, further loss is certain on a falling market as all who have had to concede heavy discounts can testify.

Underwear Production.

Analysis of reports on underwear production for July, 1922, as furnished by Federal Reserve Board, says in July, 1922, reports were received from 50 mills producing underwear, compared with 47 mills in June and 61 mills in July, 1921. Production during the month totaled 422,872 dozens, or 60 per cent of normal, compared with 564,893 dozens or 72.2 per cent of normal for June, and 487,718 dozens, or 56.7 per cent of normal in July last year. Production or winter underwear totaled 269,223 dozens, and production of summer underwear amounted to 153,649 dozens.

Comparative reports received from

35 of these mills show gains in both new orders and unfilled orders on hand at the end of the month. The losses in shipments and production are probably due in part to the fact that a number of mills were closed for vacation for two weeks during the month. Cancellations continue to decrease and were only 1.1 per cent of normal production this month. New orders for 43 mills reporting in July were 87.2 per cent of normal production; shipments 78.9 per cent and production 67.1 per cent.

Saxon Textile Industry Uncertain.

With the exception of some passing disturbances and changes in conditions the entire textile industry of Saxony has remained fully occupied since the first of the year and is now booked up for many months in advance, the Department of Commerce is advised by Consul Dreyfus, Dresden. However, in spite of the present boom, he states that the situation of the industry is uncertain. "Every precautionous business man must look forward to the time when the monetary conditions will become such that all stocks on hand will suddenly become practically worthless. There is a decided increase in the prices of all raw material, particularly for raw cotton which has

attained the highest quotation ever recorded, due to the recent slump of the mark. In April and May many textile manufactures had reached or had even gone beyond the world market price-level in consequence of the improved rate of the mark. To this feature must be added the continuous increase in wages and production costs in order to explain the fact that foreign industries are not only in a position to successfully compete with German manufactures abroad but even on the German market."

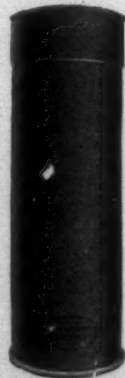
Possibility for Large Scale Production of Sea Island Cotton in Dutch Guiana.

Extensive experiments with the growing of Sea Island cotton, recently conducted in Dutch Guiana, show that this variety of cotton yields more per acre in that region of South America than in the United States, according to a recent dispatch received at the Department of Commerce from Consul Davis, Georgetown. Advantages which Sea Island cotton cultivation in Dutch Guiana claim over the Sea Island cotton regions of this country are: (1) cheap land; (2) cheap labor; (3) no fertilizer needed because of natural richness of the soil; (4) no boll worms or boll weevils.

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Saco-Lowell to Build Southern Plant

Through its Southern agent, Rogers W. Davis, the Saco-Lowell Shops, of Newton Upper Falls, Mass., have let the contract for the erection in Charlotte of a large new plant which will serve as Southern headquarters for the company. The building, will be located at Mint and Commerce streets, on a site about 215 by 315 feet, which was purchased some months ago at a cost of \$25,000, as previously reported in these columns. The total cost of the building will be approximately \$150,000. Lockwood, Greene & Company, are the engineers and T. C. Thompson Bros., contractors.

A spur track of the Southern railway is to be built across Railroad and Graham streets and will run along the side of the building, nearly to Mint street, being between the Saco-Lowell building and the building that is now being erected as the home of the Textile Mill Supply company, facing 150 feet on Mint street and running back on Penman.

The office part of the building is to be a handsome two-story building section facing on Mint street 115 feet, the width being 48 feet. The repair shop will face about 40 feet on Mint street, at the end of the office building, extending backward with the width of the office building section, where the width becomes 80 feet. The length of this section is to be 160 feet.

Provision is made in the plans and specifications so that another wing forming, with the other buildings, the letter "U," will be erected, the dimensions being the same as those of the repair section and located on the opposite end of the office section, also facing about 40 feet on Mint street. The "U" will open toward South Graham street. All sections will be two stories high.

Present plans are to have the office and repair sections of the plant completed early in January of next year. In the repair section will also be easily converted into a plant for machinery from the northern shops of the company. The additional section will be erected as soon as the repair and storage and supply departments demand, probably within the next year of two, Mr. Davis states.

The offices of the company, located in the Realty building, give work to about a dozen people, while the shops, now located in the Southern Power company's building, employ a dozen more. In the new plant this number will be doubled. The supply department will require probably 10 more.

A force of about 75 skilled mechanics work out from the Charlotte office, being engaged in setting up new machinery all over the southern territory, working under a superintendent of erection, H. C. Cole, all of the various forces being under Mr. Davis' direction.

One of the possibilities for the indefinite future is the erection by the Saco-Lowell shops of a manufacturing plant in or near Charlotte, but Mr. Davis declined to comment on such a possibility. The present building is of standard construction, however, so that in case the company

decides to locate a manufacturing plant here, with offices in connection, the building to be erected could be easily converted into a plant for almost any kind of manufacturing or mill purpose.

One of the chief features connected with the erection of the new plant is that it will mean the location in Charlotte of a supply distribution depot of the Saco-Lowell agency for its southern territory. This portion of the business will be developed as the southern demand grows.

All repair parts formerly shipped from the home warehouse in Boston directly to the mills will be found in stock in the Charlotte plant and a full line of machinery will be on hand for shipment, instead of having to send to Boston for the goods.

Large office quarters are provided in the new building to take the place of the present offices in the Realty building. The capacity of the Southern Power company's building on West First street will be doubled in the new structure. The repair department and force now handled through the Charlotte offices will be doubled soon because of the increased business that will result from increased facilities.

The southern headquarters of the Saco-Lowell company have been located here for 30 years and cover the territory of the entire south from Baltimore to Kansas City. The local offices handle all the textile machinery handled by the company in this territory and for more than a score of year machinery repair shops have been maintained here under the superintendency of W. E. Harvell. Better facilities for doing repair work here will mean that this will become one of the most important parts of the plant operation. Repairing is done here for plants as far as Texas.

Charlotte is the only agency that this nationally known textile manufacturing company maintains in the south and is known as the southern agency, not a branch office of the main office. Rogers Davis is in charge and his selling agents are E. W. Hunter, F. P. Brooks and U. S. Washburn. Under Mr. Davis the work has expanded so rapidly that much larger quarters became necessary and the present program took shape. He has been instrumental in showing the central offices the importance of increasing the local plant and in having in Charlotte a southern center for the agency offices, repair and distribution departments.

The branch office of the company is located at Greenville, S. C., in charge of W. W. Gayle and J. L. Graves. The officials of that office and the men in Charlotte are salesmen for the southern territory.

Working out from the Charlotte office is a corps of erectors who go throughout the south, installing machinery in cotton mills. The number of these experts reach as high as 75 men, with Mr. Davis as their chief and H. C. Cole as superintendent of the erection division.


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POWER TRANSMITTING MACHINERY

Death of C. E. Graham

Charles Edward Graham, of Greenville, S. C., one of the best known and most successful cotton manufacturers in the South, died at Asheville, N. C., on last Wednesday afternoon, his death being the result of a sudden attack of apoplexy. Mr. Graham was 66 years old.

Mr. Graham seemingly had been in perfect health and partook of a hearty supper. About midnight he suffered the attack which soon brought unconsciousness. His brother-in-law, Dr. C. S. Jordan, was with him at the time of death.

The body was taken to Greenville where the funeral services were held Saturday morning.

The deceased was president of the Camperdown, Enoree and Alice Cotton Mills, of Greenville County, South Carolina, and was one of the most widely known textile men in the south.

He had previously resided in Asheville, where he was first engaged in the wholesale business and later established the Asheville cotton mills, the first cotton manufacturing industry of this city. For many years he and his family had spent their summers here, wintering in Orlando, Fla. At the time of his death he was building a new summer home at Montreat, the Southern Presbyterian assembly.

The news of Mr. Graham's death came as a shock to hundreds of his friends in Greenville, as well as throughout the entire American textile world, of which he was one of the most prominent figures. At the time of his death he was president of Camperdown mills and sole owner of Enoree Mills at Enoree and Alice Mills in Easley. He was principal owner of the Hunter Manufacturing and Commission company of New York, of which his son-in-law, R. N. Reeves, is president.

Mr. Graham was born at Newton, N. C., on November 16, 1854. He began his business career in the mercantile business at Hickory, N. C., moving from there to Charlotte, thence to Asheville, and finally to Greenville, S. C., in 1896. He began his career as a manufacturer in Asheville, establishing the Asheville Cotton Mills, and upon moving to Greenville he purchased the old Huguenot mills, now the Nuckasee Manufacturing Company, later selling this plant to the Fullenwidars, and still later buying it back from the Fullenwidars. He also did a large commission business under the firm name of C. E. Graham & Company.

In 1904 he purchased the old Camperdown mills property, from which the machinery had been removed, installed new machinery and put the plant into operation. In the last few years he purchased the Enoree mills at Enoree and the Alice mills at Easley.

As a citizen of Greenville, Mr. Graham has always responded to calls for aid to civic enterprises, and was a leader in welfare movements. He contributed liberally of his means and his time in the interest of the Y. M. C. A., the Y. W. C. A. and other organizations. Several years ago he created a large trust fund, the income from which is to

be devoted to purposes which he provided for at the time. Several years ago Mr. Graham purchased the Hurt National Bank Building, at Jacksonville, Fla., for \$700,000, later giving his equity of \$300,000 in the building to the Presbyterian foreign mission board. He was a member of the First Presbyterian church, of Greenville.

For the past several years Mr. Graham has taken only a supervisory part in his many enterprises, his son, Allen J. Graham, of this city, being the active head of the Graham interests. Mr. Graham spent his winters in Orlando, Fla., and his summers in Asheville, N. C., and Montreat, N. C., where he was building a handsome summer home. Several weeks each spring and fall he spent in Greenville.

Mr. Graham is survived by his wife, who was Miss Susan Jordan, of Chester, S. C.; one son, Allen J. Graham, of Greenville; one daughter, Mrs. R. E. Reeves, of Summit, N. J.; three nephews, "East" Graham, of North Carolina; Fred W. Graham, of Greenville, and Robert W. Graham, of Enoree.

Knitters to Use Big Advertising Fund.

Utica, N. Y.—Definite steps for launching a \$150,000 advertising campaign to sell knitted underwear were taken here when the request of nearly 100 advertising agencies from all parts of the country for permission to submit plans was accepted by the Knit Goods Manufacturers of America.

Roy A. Cheney, secretary of the Knit Goods Manufacturers of America, announced that permission has been given to the agencies to present plans and data, and that a committee of manufacturers had been selected to go over the plans when submitted. The date set for submission of plans is August 26. The committee is made up of men from the industry, irrespective of their affiliation with any organization.

Plans and data from all agencies are to be submitted to Mr. Cheney, and it is felt that the committee names should not be made public at this time, in order that none be bothered by any agency.

The national advertising campaign to bring knitted underwear before the American public has been in the mind of those prominent in the industry for many months. To attain tangible results, pledges were taken as far back as last February, and the response from manufacturers of knitted underwear has been more than satisfactory.

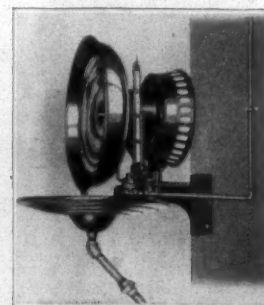
When the plans are submitted, and the agency chosen to carry on the campaign, the full scope and manner of advertising will be left to the successful agency, which will work in cooperation with the committee.

Japanese sericulturists, who have had slack business for the past few years, are encouraged by the bright prospects for a good summer and autumn cocoon gathering this year, says Commercial Attache Abbati.

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Eighth National Exposition of Chemical Industries
Grand Central Palace, New York
Week of September 11th

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Member of Audit Bureau of Circulations.

Published Every Thursday by
CLARK PUBLISHING COMPANY
Offices: 39-41 S. Church St., Charlotte, N. C.

DAVID CLARK.....Managing Editor
D. H. HILL, JR......Associate Editor

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THURSDAY, AUGUST 31, 1922

Unsettled Conditions.

The Senate of the United States has passed a tariff bill that does not meet with the approval of the public and they are preparing to load upon an already overtaxed people a \$5,000,000,000 soldiers' bonus.

The coal strike is partially settled with higher prices of coal the only apparent result and railroad strike continues in full force with no prospect of settlement in sight.

While the railroads were attempting to enforce the lower wage scale as approved by the Railway Wage Board and the railway workers had become reconciled to the lower wages provided they could retain their seniority, the United States Steel Corporation throws a monkey wrench in the machinery by suddenly increasing wages 20 per cent and then increasing the price of steel to compensate for the increased wages.

Henry Ford, the bolshevist of the industrial world and the shrewdest advertiser of this age, shut down his plants with the declaration that he would not pay the advanced price for steel and that both the coal strike and the railroad strike were frame-ups.

The hundred thousand or more men thrown out of employment by Henry Ford are wondering if it is not a frame-up on his part, because he can not get enough coal and that he was making more cars than the country needs.

While the various forces of labor and capital are causing a smoke screen, through which few can see; the fields of this country are ripe unto the harvest with the greatest crops ever known and the purchasing power of the farmers is esti-

mated at almost two billions dollars more than last year.

During two lean years the farmers have purchased little in the way of cotton goods, but with money from bumper crops Mrs. Farmer, Miss Farmer and all the little Farmers are going to call for dresses and clothes and unless we miss our guess there is going to be a demand for cotton goods.

The strike in New England has caused a curtailment of more than 300,000,000 yards of cotton goods and the coal shortage is swelling the curtailment.

Congressional afflictions and the great strike furnish food for the pessimists of today but lessons of the past have shown that depressions do not last forever and we pin our faith upon the purchasing power of the crops that are now ready for the harvesting.

C. E. Graham.

The death of C. E. Graham, at Asheville, N. C., last week marked the passing of a striking and interesting figure in the textile industry of the South.

Less than a month ago at the Battery Park Hotel we sat one evening and talked with him for a long while upon textile matters and were surprised to find that in contrast to most cotton manufacturers he looked for good business before a very long period had elapsed and he also expressed the opinion that there would not be very much lower prices for textile machinery.

We directed the conversation to his early experience in cotton manufacturing and we enjoyed hearing the story of the establishment of

the Asheville Cotton Mills and his early mill experiences at Greenville.

Mr. Graham was recognized as a business man with an unusually clear vision of the future and there was no man connected with the industry whose opinion carried more weight.

He will be sadly missed by those who depended upon his council and the industry as a whole will feel his loss.

Episodes of Barrett and Jimison.

The past week has certainly been an interesting one for Jas. F. Barrett, ex-temporary president of the North Carolina Federation of Labor and his "buddy" the Rev. Tom Jimison.

It seems that the Rev. Jimison who spends most of his time abusing people paid his respects to Mr. Sloop, an employe of the Salisbury post-office, because the said Sloop in the performance of his duties, delivered letters to railway strike breakers.

In the midst of the argument the Rev. Jimison rushed into an army supply store and came out with an army trench knife whereupon Mr. Sloop caught him by the hair and bumped his head against the pavement several times.

The Rev. Jimison explains his sudden acquisition of a knife to the fact that he needed one for his camping outfit.

James F. Barrett appeared at Salisbury the next day and was arrested on a charge of being drunk and disorderly and for carrying a pistol.

Mr. Barrett says that he was not drunk, but sick, that he took the pistol away from a striker in order to prevent the striker from doing damage and that his presence at the postoffice, near the place that Mr. Sloop works, was due to a desire to pay a social call upon the postmaster.

Returning to Charlotte Mr. Barrett was arrested for giving a bogus check which he explains as due to an oversight as to his bank balance.

On top of this a receiver was appointed for the Charlotte Herald, alias Charlotte Labor Herald, alias Asheville Labor Advocate, the little sheet that J. F. Barrett and the Rev. Tom Jimison have used to vent their spleen against everybody they did not like.

Verily these are days of trials and tribulations for Barrett and Jimison.

Special Meetings at Southern Textile Exposition.

The following special meetings have been arranged for the Fifth Southern Textile Exposition, October 19th to 25th.

Southern Textile Association—October 20th and 21st. Jno. W. Clark, President, Durham, N. C., A. B. Carter, Secretary, Gastonia, N. C.

Southern Textile Social Workers Association—October 21st. Dr. S. C. Mitchell, Speaker; E. M. Coleman, President; Miss Nell Pickens, Secretary, Gastonia, N. C.; E. G. Carson, Treasurer, Charlotte, N. C. To be called the Social Workers Conference.

South Carolina Cotton Manufacturers' Association—October 24th. J. D. Hammett, President; Robert W. Sullivan, Secretary.

The proposed committees for textile exposition is as follows:

Space, Jno. A. McPherson, Chmn., G. G. Slaughter, J. Mac Rabb; Exhibitors: Milton G. Smith, Chmn., Dupont Guerri, Earle Stall; Transportation: Guy B. Foster, Chmn., Thos. H. Boyd, Fred Graham; Housing: Walter Goldsmith, Chmn., Floyd Hughes, J. H. Spencer; Visitors: W. Lindsay Wilson, Chmn., H. O. Wallace, Next Perry; Automobiles: W. D. Parish, Chmn., W. W. Gayle, V. M. Manning; Entertainment: W. F. Robertson, Chmn., L. M. McBee, Sam R. Zimmerman; Publicity: Edwin Howard, Chmn., Geo. Wrigley, R. S. Huntington; Program: Jas. McCabe, Chmn., Jno. L. Graves, Hampton Smith.

Belgian Textile Situation.

With the marked increase in foreign cotton-yarn business, especially with Rumania, cotton spinners of Ghent report a greatly increased activity, and are using a larger proportion of Indian cotton. No wage reductions are likely as long as the present improvement continues. There is an active demand for dress linens and linings and numerous American buyers are in Flanders. Exports of linen goods to the United States from the Ghent consular district from January to June, 1922, were valued at 14,000,000 francs compared with four and one-half millions in the corresponding period of 1921. Large imports of Baltic flax have arrived at Ghent, but practically 80 per cent of it is destined for northern France.

Prices of yarn from both America and Indian cotton has declined by 20 to 30 centimes per kilo during the past month and while the volume of orders received by spinners is slightly lower, they are well occupied and are doing an increased export business in coarse counts with India. After some fluctuation cotton goods regained their previous level despite the fact that spinners were amply covered, owing to small stocks of cotton in the hands of growers.

Belgium is restricting its purchases of Baltic flax because of recent advances of sterling, but exports of linen yarns and goods continue strong. The wool market is active, although there have been no public sales, and despite small stocks (mostly Cape and Australian amounting to 25,700 bales) important transactions have been consummated and prices have remained firm.—Commerce Report.

Personal News

G. F. Ellington has accepted position with Unity Spinning Mills, La-Grange, Ga.

Henry Pickle has been appointed second hand in spinning at Couch Mills, Inc., East Point, Ga.

W. P. Hurt is now overseer of carding at the Randleman Mill of the Deep River Mills, Randleman, N. C.

E. L. McSwain has been promoted to overseer of weaving at the Cannon Mills, York, S. C.

J. A. Bagley, of the Meritas Mills, Columbus, Ga., has accepted a position at Ware Shoals, S. C.

Ben T. Lineberger has accepted the position of master mechanic at the Morrowebbs Mills, Dallas, N. C.

Bishop Howard has resigned as weaving overseer at Piedmont Mills, Egan, Ga.

W. C. Eason of Charlotte has accepted the position of superintendent of the Harden Manufacturing Company, Worth, N. C.

G. E. Garmon has been promoted to night second hand in carding at the Victory Cotton Mills, Gastonia, N. C.

A. B. Kennedy has been promoted from second hand in carding to night overseer carding at the Victory Mills, Gastonia, N. C.

J. W. McArver has been promoted from night to day overseer of carding at the Victory Mills, Gastonia, N. C.

R. D. Ballard, of Concord, has become overseer of carding and spinning at the Linden plant of the Delburg-Linden Co., Davidson, N. C.

Beattie has resigned as overseer of the wide sheeting room at the Cabarrus Mills, Kannapolis, N. C.

J. C. Reid, superintendent of the Glen Raven (N. C.) Cotton Mills, is spending the summer touring Europe.

W. P. Hurt, who resigned as superintendent of the Roseland Spinning Mills, Lincolnton, N. C., some months ago, on account of ill health, has accepted a position at the Deep River Mills, Randleman, N. C.

R. B. Riddle carder and spinner at the Glen Raven (N. C.) Cotton Mills, paid us a visit this week while his mill is closed for the installation of new boilers.

R. D. Beam, who has been master mechanic at the Morrowebbs Mills, Dallas, N. C., for the past 18 years, has resigned that position and will engage in farming.

Williams has been transferred from overseer of carding at the Randleman Mill of the Deep River Mills, Randleman, N. C., to assistant superintendent of the Naomi Mill of the same company.

L. Z. Huggins has been promoted from second hand to overseer of weaving at the Brogon Mills, Anderson, S. C.

Wolfe of Rhodhiss, N. C., has accepted the position as overseer of weaving at the Chadwick-Hoskins Mill No. 3, Charlotte, N. C.

J. H. Williams, secretary and treasurer of the Richmond Hosiery Mills, Rossville, Ga., has been elected president of the Chattanooga Finance Corporation.

W. N. Carpenter has resigned as overseer of carding at the Victory Mills, Gastonia, N. C., to become superintendent of the Lockmore Mills, York, S. C.

T. W. Anderson, of York, S. C., has accepted the position of overseer of the wide sheeting room at the Cabarrus Mills, Kannapolis, N. C.

B. M. Bowen, superintendent of the Salisbury (N. C.) Cotton Mills paid us a visit last week while his mill was closed for their annual week's vacation.

A. C. Atkinson has resigned as overseer of finishing at the Sterling Mills, Franklinton, N. C., to become general superintendent of the Clayton Cotton Mills, Clayton, N. C.

John W. Trigg has resigned as overseer weaving at the Brogon Mills, Anderson, S. C., to accept a similar position at the Columbus Manufacturing Company, Columbus, Ga.

J. F. Williams has been transferred from superintendent of the Deep River Mill No. 1 to a similar position at Deep River Mill No. 2, Randleman, succeeding Charles Price deceased.

Will H. Ware has been promoted from overseer night spinning to overseer spinning, spooling and warping, day and night, at the Avondale Mills, Alexander City, Ala.

W. A. Bulger, of Sylacauga, Ala., is now general second hand in charge of night spinning at the Avondale Mills, Alexander City, Ala.

Larger Philadelphia Offices for Morse Chain Co.

Due to the steadily increasing business which it is handling through its Philadelphia office, the Morse Chain Company has found it

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Chicopee, Mass.

Southern Agt, A. B. CARTER, Gastonia, N. C.

MILL NEWS ITEMS OF INTEREST

Charlotte, N. C.—The Savona Manufacturing Company has let contract for the erection of eleven new houses in the mill village, the total cost to be \$13,000.

Spindale, N. C.—The Spindale Mills have placed contracts with the Whitin Machine Works for a 5,000 spindle equipment which will double the size of their present mill.

Stubbs, N. S.—The Buffalo Mills, Inc., which have 36,00 spindles on yarns will install 48 looms which they have purchased from the Standard Mills, Gastonia, N. C.

Greenwood, S. C.—The Greenwood Cotton Mills have practically completed a number of new cottages in the village, and recently finished the building of a new Methodist Church building.

Ninety-Six, S. C.—The Ninety-Six Cotton Mills have practically replaced their former mill village and has begun work on the erection of 46 new houses for their workers.

Belfon, S. C.—The Blair Mills, Inc., which manufacture towels, are planning to have some of their goods dyed, and offer it to women's ready to wear people, to be made into garments, which will be similar to ratine.

Greenwood, S. C.—The Grendel Mill No. 1 is erecting a number of new houses in the village and is also building a large warehouse. The company is also erecting a new Baptist Church to cost \$18,000. The Grendel Mill No. 2 is building several new houses for their overseers and a number of operatives cottages.

Greensboro, N. C.—Textile mill men, representatives of the Sandhills Power Company, and the North Carolina Geological Survey, have decided to have made a thorough survey of the hydro-electric possibilities of Deep River. Represented at the meeting were Deep River Mills, of Randleman; Tapena Mills, Cedar Falls, Manufacturing Company, and the Columbia Manufacturing Company, of Ramseur; the Riverside Mills, of Worthville; and the Sandhills Power Company, of Carleton.

Millen, Ga.—The Western Reserve Cotton mills, beginning Monday, providing sufficient help can be secured, will start on day and night shifts, thus doubling the pay roll.

In spite of the fact that new machinery has been received crowding the floor of the mill to its fullest capacity, it has been necessary to rush a number of shipments of finished fabric to the Mason Tire and Rubber company, the parent concern, by express. Two shipments of 10,000 pounds each have gone forward in this manner within the past week.

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CLEAN QUALITY

SUPERIOR SERVICE

If a drive is worth belting, it is worth belting well. Why be satisfied with a mediocre belt? Cheap belting is false economy—the safest investment in the world has always been **REPUTATION.**

Charlotte Leather Belting Co.
Charlotte, N. C.

Rome, Ga.—Subscriptions were completed last week to the \$150,000 stock of the McLin Cotton mills, to be erected here.

The stock was subscribed by a large number of persons, in small amounts, except that of C. E. McLin himself, who is understood to have taken about a fourth of the stock.

The mills will be erected on a site near the city limits.

Ramseur, N. C.—The Columbia Manufacturing Company is erecting a mill addition with a daily capacity of 15,000 yards of brown sheetings. The work now being done covers the installation of generator motors, looms, speeders, etc., and reconstruction of the present plant building. All contracts for the work have been let. A total of 132 Draper looms with 40 of automatic type will be installed. The electric power plant will cost approximately \$7,500; the approximate cost of the mill machinery is \$50,000.

Among the firms furnishing material and equipment are the General Electric Company, Schenectady, N. Y.; Draper Corp., Hopedale, Mass., and the Woonsocket Machine and Press Co., Woonsocket, R. I. J. E. Sirrine & Co., of Greenville, S. C., are the architects - engineers in charge.

Knoxville, Tenn.—Remodeling and other improvements on the Lenoir City plant of the Taubel-Scott-Kitzmiller company, hosiery and cotton manufacturers, has just been completed at a cost of \$150,000, it was learned here today.

The spinning mill has been remodeled throughout and equipped with new machinery of the most modern type. The plant is now complete in every detail, even down to the regulation of humidity in the carding and spinning rooms.

The entire plant is running full force, day and night, despite the industrial depression that is being felt in Lenoir City. Several hundred persons are employed on the different shifts.

Mills in Cleveland, Morristown and Rogersville, in Tennessee, plants in Virginia and finishing plants in New Jersey and Pennsylvania are also controlled by this company. The other Tennessee mills are being remodeled and equipped with new machinery.

File Involuntary Petition Against Keowee Yarn Mill.

Walhalla, S. C.—Petition in involuntary bankruptcy was filed Saturday by the Bank of Walhalla, Enterprise Bank and George Seaborn, of Walhalla, against the Keowee Yarn Mill of Walhalla, upon notes held by the petitioners amounting, it is stated, to the sum of \$18,503.72 without interest.

The petition asserts that the Keowee Yarn mill is insolvent and that within four months prior to the filing of the petition the mill committed an act of bankruptcy, in that

it suffered and permitted a creditor, the Anderson Cotton Company, to obtain a preference through legal proceedings, four judgments by default as follows: One for 969.31 and \$11.20 costs, one for \$2,087.00 and \$17.70 costs, one for \$503.37 and \$11.70 costs, and one for \$1,518.76 and \$15.20 costs, also permitting a receiver to be put in charge of its property under the laws of the state of South Carolina on July 31, 1922.

Spool Factory Burned.

Greenville, S. C.—Fire originating in the shaving shed of the Shambow Spool Company, formerly known as the Greenville Spool and Manufacturing company on Rhett street on Monday, destroyed the plant and building as well as the building across the railroad occupied by the Cyclone traffic routes, entailing a loss estimated at about \$100,000, in addition to the total destruction of these buildings. The brick building on Rhett street occupied by the Merchants Storage company was damaged, while a frame structure adjoining the spool factory was almost destroyed. Numerous telephone and telegraphic poles were damaged by the intense heat, while the steel rails on the Columbia division of the Southern railway were bent and twisted by the intense heat.

During the fire a boiler exploded in the spool factory, creating intense excitement among the throngs of spectators, but no one was injured.

Says South Carolina Mills Must Curtail.

Spartanburg, S. C.—That the mills of the Piedmont section of South Carolina must curtail and begin at once, was what Frank W. Sheally, chairman of the South Carolina Railroad Commission, told the members of the executive committee of the South Carolina Cotton Manufactur-

ers' Association, who gathered here at the Cleveland Hotel, Aug. 21, for a conference on the coal situation.

Mr. Sheally declared that any mill executive who thought he could continue running full time would be sadly disappointed.

As a result of the conference in Spartanburg, John W. Arrington, of Greenville was appointed fuel administrator for the South Carolina Cotton Manufacturers' Association.

Those in attendance upon the conference were

J. D. Hammett of Anderson, president of the S. C. Cotton Manufacturers' Association; R. W. Sullivan, of Anderson, secretary; Capt. Ellison A. Smythe of Pelzer Mills; Aug. W. Smith, of Greenville, president of the Woodruff Cotton Mills; W. E. Beattie, president of the Piedmont Mills; J. P. Gossett, president of the Williamston Mills; Col. LeRoy Springs, president of the Lancaster Mills; Dr. W. C. Hamrick, Gaffney; Roy Fant, of Union; B. E. Geer of Greenville; T. M. Marchant, of Greenville; Victor Montgomery president of Pacolet Mills, Spartanburg; Dr. H. A. Ligon, president of Arcadia Mills, Spartanburg; John A. Law, of Spartanburg, president of Saxon and Chesnee Mills; J. A. Chapman, president of Inman Mills, Spartanburg; Alfred Moore, of Lockhart, and Geo. W. Forrester, of Atlanta.

traffic manager for the State Cotton Association.

Spartanburg was made the meeting place of the coal conference because all of the coal coming into South Carolina is distributed from this point, there being hauled in here direct from the mines annually over the Southern and Carolina, Clinchfield and Ohio from 4,000,000 to 5,000,000 tons.

Chairman Sheally drew a gloomy picture of the coal situation. After hearing him and discussing the matter among themselves, the members of the South Carolina Cotton Manufacturers' Executive Committee selected John W. Arrington, of Greenville, S. C., president of the Union Bleachery, as their fuel administrator. This means that any mill wanting carload lots of coal must make application to Mr. Arrington. The cash must accompany the application in the form of a check, otherwise the request will not be considered.

The manufacturers are plainly worried over the situation. Mr. Sheally told them that the crisis reached in the fuel situation during the World War was not to be compared with the situation they are facing today.

One mill executive stated after the conference that he had enough cotton on hand to run his mill through

the winter; that he could sell it today at a profit of eight cents per pound, clearing a half million dollars, but that the people working in his plants must be taken care of and he would run on. This was the spirit of all the manufacturers who attended the conference in Spartanburg on the 21st.

Moreland Sizing Co.

The Moreland Sizing Company is now doing an active business at their plant, located on West Henry Street, Spartanburg, S. C.

J. T. Moreland, president of the company, was for many years second hand and overseer of spinning, having charge of the largest rooms in the South and was for twelve years superintendent of such mills as Henrietta, Saxon, etc.

A number of years ago he retired from active mill work in order to put upon the market a special warp size that he had produced by close study and a long series of experiments.

Mr. Moreland has been successful in his undertaking and has built up a large business.

Resident Export Representatives in Roumania.

World textile traders are finding it to their advantage to have resident representatives in Roumania. Early this year wholesale stocks of cotton and woolen goods in Roumania were much depleted. Stocks were promptly shipped from the home country of one of the resident representatives and found a ready market on a cash basis. The same procedure was effective in the case of velveteens and still more recently when the market was bare of alpacas. Thus, far, hardly any systematic development of the Roumanian textile market has been made by American exporters.

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SPECIAL COMPOUNDS FOR WARPS, WHERE STOP MOTIONS ARE USED.

WEIGHTING COMPOUNDS FOR COLORED AND WHITE WARPS.

FINISHING COMPOUNDS FOR ALL CLASSES OF FABRICS.

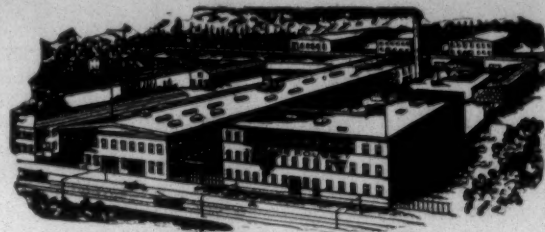
The Arabol best grades of cotton warp sizing compounds make the "finest weaving and will hold the fly."

These compounds are based on the best practical experience and the best materials used in their manufacture.

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Factories: Brooklyn, N. Y.

R. F. GIBSON, South Carolina Agent, Greenville, S. C.

P. D. JOHNSON Ga., Ala. and Tenn. Agent, Atlanta Ga.

The Long Service of J. E. Robinson.

In comparison with the article regarding labor turnover, let us view the length of service rendered this mill by J. E. Robinson, overseer of the card room. Mr. Robinson came to the Wateree Mills, February 5, 1905, and has been actively connected with it ever since.

He has seen the mill change owners, managers, superintendents, overseers, and machinery, and has stuck through it all.

Since Mr. Robinson came the mill has changed its name twice. The original name was DeKalb Cotton Mill and was later changed to Pine Creek, which in turn was changed to its present name, Wateree.

Seven general managers have come and six have gone during Mr. Robinson's time. Their names are as follows, coming in the order of their service: W. A. Touchstone, Y. T. McKinney, F. H. Hammond, H. G.

Melborn, R. E. Henry, A. R. Dickinson and A. S. Paine.

The mill has had four superintendents, J. W. Anderson, W. H. Lynch, J. L. Williams and H. K. Hallett.

In the spinning room a great many changes have been made and during this time Mr. Robinson had charge of the Spinning Room over ten years.

In the weave room also many overseers have come and gone. J. The other overseers have been A. J. Pursley, H. M. Hall, B. F. McClure, W. B. Osborn, D. M. Tompkins, R. L. Opny, J. H. Wilson, V. McLeod, C. C. Bridgman and E. T. Barnes.

W. Anderson, J. L. Williams, R. F. Moore, J. W. Sanders, George Weatherspoon, H. C. Robinson, Joe Knight, J. D. Shaw and W. P. Johnson is the present overseer.

Mr. Robinson has seen five different men at the head of the Power Department, H. F. Hicks, J. W.

Phillips, E. L. Myers, S. F. Shirley and J. J. Sanders.

Here is an example of a life of service of an organization of which any man can be proud.—Wateree Gazette, published at the Wateree Mills, Camden, S. C.

New Chemical Company.

Chattanooga, Tenn.—Application for a charter for Burkart-Sheir Chemical Company, with capitalization of \$100,000, has just been filed here. The new company has purchased a large warehouse on 13th street and secured a five-year lease on land from Nashville, Chattanooga & St. Louis Railway for a consideration of approximately \$25,000. The concern has been organized to handle heavy and particularly textile chemicals and is the only company of its kind in this section. A meeting of those interested will be held next Tuesday when organi-

zation will be completed with the election of officers. Among those interested are: A. C. Burkart, of Cincinnati, James Huff, F. A. Carter, Walter Fred, Joe Davenport, C. A. Baker and J. M. Jones, all of Chattanooga.

Shanghai Raw Silk Market Improves.

With an estimated Shanghai export crop of 30,000 piculs bales of raw silk (1 picul equals 133 1-3 lbs.) the fact that 8,000 bales have already been sold is indicative of a better tone in that silk market. The demand from foreign countries has continued steady despite the higher silver exchange, although some interests fear that present prices will not be maintained because of the large available supply states Trade Commissioner Lansing W. Hoyt, China, in a report to the Department of Commerce.

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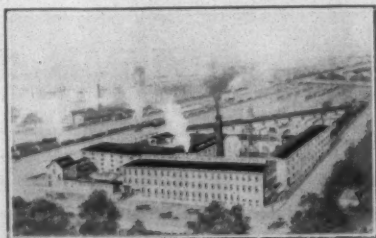
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We make a specialty of Shuttles for all makes of looms, both plain and automatic. Correspondence solicited.

Wool Mills at 80 Per Cent Capacity.

Washington, D. C.—The Department of Commerce has issued its monthly report on active and idle wool machinery for July based on reports received from 959 manufacturers, operating 1,151 mills. The report shows that the number of looms wider than 50-inch reed space in operation during the month of July, 1922, formed 64.1 per cent of the total number reported; for looms with 50-inch reed space or less, the percentage was 71.5; and for carpet and rug looms, 78.2. The number of hours in operation probably forms a better index of the state of the woolen industry than the number of looms or spindles alone. The active machine hours for wide looms during the month of July, 1922, formed 62.8 per cent of the single-shift capacity of the looms reported, and the idle hours 37.2 per cent; for looms with 50-inch reed space or less, the active hours were 62.5 per cent of the capacity; and for carpet and rug looms, 70.4 per cent.

Of the woolen spindles reported, 83.7 per cent were in operation at some time during the month of July, 1922, and 16.3 per cent were idle during the entire month; of the worsted spindles, 68 per cent were in operation and 32 per cent were idle. The active spindle hours reported formed 86 per cent of the single-shift capacity of the woolen spindles, and 66.1 per cent for the worsted spindles.

For cards, the number of sets in operation formed 85.2 per cent of the whole number reported, while 14.8 per cent were idle throughout the month; the number of active machine hours for cards formed 88.2 per cent of the single-shift capacity. The number of combs in operation formed 73.1 per cent of the whole number, leaving 26.9 per cent idle, and the number of active machine hours for combs formed 80.4 per cent of the capacity.

The average number of active hours for each class of machinery for the month was as follows: Looms wide, 215; narrow, 207; carpet and rug, 208; spindles, woolen, 210; worsted, 205; cards, 212; combs, 210.

Of the total number of looms wider than 50-inch reed space, 40,892, or 64.1 per cent, were in operation for some part of the month of July, and 22,946 were idle throughout the month. The total number of active machine hours reported for wide looms for the month of July, 1922, was 8,604,248, which represented 62.8 per cent of the single-shift capacity, as compared with 738 per cent for the month of June, 62.4 per cent for May and 79.2 per cent for July, 1921.

Of the total number of looms of 50-inch reed space or less covered by the reports for July, 1922, 12,214, or 71.5 per cent, were in operation at some time during the month, and 4,868 were idle. The total number of active machine hours for these looms was 2,212,307, representing 62.5 per cent of the single-shift capacity. The percentage of single-shift capacity represented by active machine hours in June, 1922, was 59.9; in May, 1922, 55.2, and in July, 1921, 70.4.

The number of carpet and rug looms reported was 9,152, of which



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7,157, or 78.2 per cent, were in operation for some part of the month and 1,995 were idle. The total number of active machine hours reported for these looms was 1,337,616, which represented 70.4 per cent of the single-shift capacity of the looms. The active machine hours for these looms in June formed 72.1 per cent of the single-shift capacity in May 75.5 per cent and in July, 1921, 42.1 per cent.

Of the total number of woolen spindles reported, 1,927,955, or 83.7 per cent were in operation for some part of the month of July, and 376,596 were idle for the entire month. The number of active spindle hours reported for this month was 415,176,733, which was 86 per cent of the single-shift capacity. In June, the active hours for woolen spindles represented 89.9 per cent of capacity; in May, 88.6 per cent, and in July, 1921, 80 per cent.

The number of worsted spindles in operation during July, 1922, was 1,679,108, or 68 per cent of the total, and the number idle was 791,061. The total number of active worsted spindle hours was 334,697,998, which formed 66.1 per cent of the single-shift capacity. In June, the active worsted spindle hours represented 68.5 per cent of the single-shift capacity; in May, 65.3 per cent and in July, 1921, 85.7 per cent.

Of the total number of sets of cards reported for July, 5,998, or 85.2 per cent were in operation at some times during the month, while

1,040 were idle for the whole month. The total number of active machine hours for cards was 1,314,001, which formed 88.2 per cent of the single-shift capacity. In June, the active machine hours formed 91 per cent of the capacity; in May, 89.7 per cent and in July, 1921, 79.4 per cent.

Of the combs reported for July, 1922, 1,895, or 73.1 per cent were in operation for some part of the month, and 698 were idle. The total number of active machine hours for combs was 437,565, which was 80.4 per cent of the single-shift capacity. The percentage of capacity represented by active machine hours for combs in June was 81.2; in May, 79.2, and in July, 1921, 77.4.

Mill Accidents.

The annual report of the Chief Inspector of Factories and Workshops, in England, states that in the cotton industry last year there were 1,112 accidents (793 in the spinning section, 305 in the weaving, and 14 miscellaneous), and of these 238 (212 in the spinning and 26 in weaving) were due to cleaning machinery in motion. In woolen and worsted mills there were 640 accidents, 149 of which were on woolen machinery, 219 on worsted machines, and 272 on weaving machinery. Of the total 145 (51 in woolen spinning, 67 in worsted spinning, and 27 in weaving and finishing) were due to cleaning machinery in motion.

Commenting upon some of the

causes of accidents, Mr. Sedgwick, Inspector at Oldham, remarks: "The most common faults in fencing have been the absence of carriage wheel guards and insecure fencing of intermediate back shaft scrolls, e.g., non-provision of guards of the improved pattern as specified in the Cotton Spinning Agreement. The first defect is usually a temporary matter easily remediable by the overlooker. The second may be attributable to a number of causes, including the omission by occupiers, for various reasons, to place orders for the guards."

Mr. Sedgwick and Mr. Hird (Stockport) also refer to dangerous practices on the part of operatives which caused serious accidents, and Mr. Hird mentions the case of a man being fatally injured through going between the fixed and traversing part of a mule without taking proper precautions to see that the mule was completely stopped. Mr. Sedgwick places these accidents in two groups: (1) those in which the injured person gets under the creel before ascertaining that the mule was stopped; and (2) those in which the person in charge of the mule neglects to ascertain that no one is between the fixed and traversing parts before starting the machine. He adds that the more serious injuries were occasioned by those in the first group. The responsibility in case of this character rests upon proper care being exercised by the operatives.

New Bedford Mill Dividends Averaged \$2.048 for Quarter.

New Bedford, Mass.—Aggregate dividends disbursed by 26 of the New Bedford cotton mill corporations during the third quarter amounted to \$1,101,839 on a capital of \$53,796,000, an average of \$2.048 per share. In the third quarter of last year the average yield was \$2.44, while in the first quarter of 1922 it was \$2.001, and \$2.119 in the second quarter, making the amount for the three quarters of this year \$6.168.

The majority of the corporations again paid \$2, the four plants which distributed less than this amount on the common stock being the Manomet, Nonquitt and Grinnell with \$1.50, and the Fairhaven Mill with \$1. In the case of the Manomet and the Fairhaven mills the amount was a reduction from \$2 paid in previous quarters, the Nonquitt and the Grinnell being unchanged. The largest amount paid out was by the Manomet with \$120,000, representing a total capitalization of \$8,000,000.

Pierce maintained its generous disbursement to shareholders, distributing \$8 for the third quarter in succession and accounting for \$48,999 on a capital of \$600,000. Holmes and Neild each paid \$5, absorbing \$30,000 and \$40,000 respectively on the common, while in addition the Holmes paid \$12,000 on the preferred stock, representing \$2. Dartmouth again distributed \$4 for the quarter, amounting to \$80,000 on the common, and disbursed \$7,500 on the preferred, at the rate of \$1.25.

Whitman was the only other plant to pay better than \$2, the yield for the third quarter being \$3, representing \$9 to date.

Approve Specifications for Government Duck.

Washington.—The Federal Specifications Board representing the various Government departments has approved standard specifications for numbered cotton duck drawn up by the Textile Division of the Bureau of Standards in cooperation with the Cotton Duck Association, it was announced this week by F. R. McGowan, director of the Textile Division.

The specifications which are drawn up "for commercial and Government use," will be hereafter used officially by the Government departments in the purchase of duck or

articles containing or made of duck, it was announced. Adoption of the new specifications will cause a revision or substitution of numerous other Government specifications covering articles made of duck.

Standard weight of cotton duck will be determined by the square yard under the new specifications rather than by the linear yard.

"The cotton duck specifications," Mr. McGowan states, "will assist Government departments in buying the material on a more intelligent basis and obtaining a more uniform product, a product that will ultimately be the commercial as well as the Government standard and

which will be cheaper and more uniform in all characteristics."

The Government specifications, which Mr. McGowan expects within five years will be adopted as the commercial standard, takes up material, weave, width, weight, construction and count, method of testing, causes for rejection, and definition.

Mr. McGowan made public the following tentative list of present Government specifications which will be replaced or altered by the new standard specifications for numbered duck:

General Supply Committee, bags, canvas duck, heavy duck, unbleached, Navy Department, coaling bags, ships' awnings, clothes bags, patent for man's name, hammock bags, hammock cloth, cotton, folding cots, ships' swinging cots, tents, covers for standard searchlights, winch covers, awning curtains, boat covers, bridge screens, windsails, canvas lining.

Office of Indian Affairs, duck Marine Corps both unbleached and bleached duck. Government Printing Office, canvas or duck, Panama Canal canvas, and War Department bedding roll duck, numbered and gray duck.

The standard weight per square yard for numbered duck as provided for in the new specifications which provide for a tolerance of two and a half per cent follow:

Hard texture, 2-0 32.72 ounces, 1-0 31.09 ounces, number one 29.45 ounce, two 27.82 ounce, three 26.18 ounce, four 24.54 ounce, five 19.63 ounce, six 21.27 ounce, seven 19.63 ounce, eight 18.00 ounce, nine 16.36 ounce, ten 14.72 ounce, eleven 13.08 ounce, twelve 11.45 ounce.

Medium texture 2-0 32.72 ounce, 1-0 31.09 ounce, number one 29.45 ounce, two 27.82 ounce, three 26.18 ounce, four 24.54; five 22.90 ounce, six 21.27 ounce.

Steady Growth in U. S. Exports of Cotton Cloths.

The quantity of cotton cloths exported from the United States in the fiscal year just ended showed a material increase over the preceding year and a big gain when compared with the pre-war average. The value of course showed a decline, for the average export price per yard in the fiscal year, 1922, was but about one-half as much as that of the immediate preceding year. The quantity exported in the year ending June 30, 1922, says the Trade Record of the National City Bank of New York, was 613 million yards against 556 millions in the immediately preceding year, but the 1922 value was only \$77,000,000 against \$144,000,000 in the preceding year. The quantity exported increased 10 per cent while the value declined 45 per cent. The average export price of the cloths sent out of the country in the fiscal year 1922, was 12.5c per yard against 25.4c in the fiscal year 1921.

This increase in the quantity exported in 1922 occurs, says the Trade Record, especially in the Orient. China alone took over 30 million yards against 12 millions in the preceding year, and the Philippines 87 million yards against 43 millions a year earlier. To Asia and Oceania

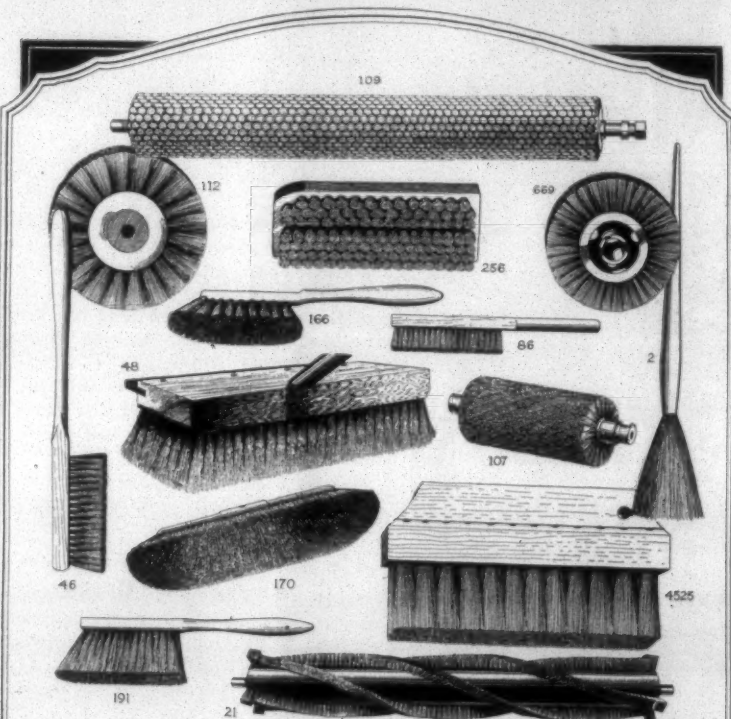
as a whole the exports of the fiscal year 1922 were 162 million yards against 96 millions in the preceding year. To Europe, the great cotton goods manufacturer outside of the United States, the total in the year just ended was 40 million yards against 20 million in the preceding year, and to South America 115 million yards against 124 millions in the fiscal year 1921. The one grand division which showed a marked decline is North America, to which the exports of the year were but 279 millions in the preceding year and practically all of this fall off occurs in the shipments to Cuba to which the exports in the fiscal year 1922 were but 30 million yards against approximately 90 millions in the year preceding. These figures of distribution are exclusive of about 50 million yards for which destination is not yet shown in the official reports of 1921 and 1922.

This persistent increase in the exportation of cotton goods despite the fall of one-half in price calls attention, says the Trade Record, to the steady gains which our cotton manufacturers have made in the distribution of their products to other parts of the world. The exports of cotton cloths averaged a little more than 400 million yards per annum in the decade ending 1910, and in the year immediately preceding the war were 415 million yards. During the war, with European manufacturers' occupied with affairs at home, our exports showed a rapid increase, averaging about 700 million yards per year in the four years ending with 1920. With the European manufacturers again active in all parts of the world, our 1921 exports dropped to 566 million yards but advanced to 613 millions in the fiscal year just ended. Our exports in the fiscal year 1922 are about 50 per cent in advance of the pre-war average, despite the generally recognized fall in purchasing power in all parts of the world.

While it is a fact, adds the Trade Record, that the British exports of cotton cloths are still far in excess of our own, it is interesting to note that our exports have increased about 48 per cent since the beginning of the war, while those of Great Britain show a considerable decline. The British exports of cotton cloths exceeded 7 billion yards in 1913, and were but about 3 billion in 1921, while our own exports, which aggregated 415 million yards in the fiscal year 1914, were 613 millions in the fiscal year 1922.

Hydro-Electric Developments Needed by New England Textile Mills.

Dr. Charles Aubrey Eaton, in charge of the welfare department of one of the large industries at Cleveland and formerly pastor of the Euclid Avenue Church there, returned recently from a tour through cotton mill manufacturing district of North and South Carolina. In war days he was selected by Secretary of the Navy Daniels to address more than a million shipbuilders. He visited every shipyard in the United States, speaking at noon-day meetings, and Secretary Daniels attributed no small part of the efficiency of the shipbuilders to the inspiration furnished by Dr. Eaton.



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Atlanta Brush Company
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He, therefore, was qualified for a study of the textile situation in the southern states. He speaks of it as something the magnitude of which and the future possibilities of which the country on the whole does not realize. In the Piedmont section, for instance, the mills were running night shifts. Charlotte, North Carolina, had greatly increased sales of merchandise and even found customers in Mississippi, a state especially embarrassed in war times.

Dr. Eaton thinks the textile industry of New England may be threatened with serious competition. The men who direct the affairs of the General Electric Company, and those identified with the Aluminum Company, which is in the so-called Mellon interests, and the Duponts are persuaded that unless New England is furnished with an adequate supply at low cost of hydro-electric energy, some of her textile manufacturers may decide to abandon New England for the South.

The Southern Power Company is doing its best to complete power stations and transmission lines and yet is two years behind the demand from textile plants. The New England textile industry has been embarrassed more than six months by a strike. There is apparently no danger that southern mills will be similarly embarrassed. Their workers are largely of Anglo-Saxon lineage and willing to give a fair day's work for a fair day's wage. Almost all textile workers in New England are foreign birth or immediate foreign descent. Many are French-Canadians. In the New Bedford district many are Portuguese.

Robert Amory, president of the National Association of Cotton Manufacturers, recently said that many well informed men in the New England cotton industry think it foolish to enlarge Massachusetts cotton mills because the industry is slipping away to the South.

Dr. Eaton learned that the phenomenal growth of the textile industry of the South has been chiefly due to hydro-electric development. Waterpower which conveyed energy directly to the wheels of the mills furnished the early New England textile manufacturers with power. The waterpower in eastern Rhode Island led Samuel Slater to establish there the first cotton mills every built in the United States, shortly after our present government was inaugurated. Two or three years later Eli Whitney invented the cotton-gin and then New England waterpowers were made available for development of the cotton textile industry in New England.

About 15 years ago enterprising southerners realized that the south possesses inexhaustible resources in its waterpower. At that time the high development of apparatus whereby the energy in water can be converted into electric energy was demonstrated at Niagara Falls and elsewhere. Capital was found for

the utilization of southern streams. Then began a textile mill industry, stretching from North Carolina to Georgia.

Of the nearly 16,000,000 cotton spindles in the South a little over 14,000,000 are in states where hydro-electric power has been extensively developed—Alabama, Georgia, North and South Carolina and Tennessee. In the Piedmont section 12,600,000 of a total of 15,000,000 spindles utilize hydro-electric power.

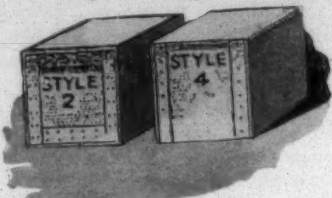
Hundreds of millions have been

spent in hydro-electric development of the south Appalachian states, reaching the equivalent of 1,600,000 horsepower, with undeveloped potentialities of 4,000,000 more. Total developed waterpower of New England cotton spinning companies is equivalent to 1,380,000 horsepower. One of the leading New England cotton spinning companies is establishing a plant at Gastonia, North Carolina. It is to be equipped with 40,000 spindles which were a year or two ago in operation at Paw-

tucket, at almost the same spot where Samuel Slater established the first cotton mill in the United States. Within a few years development of hydro-electric energy and other facilities may make the south the world's cotton manufacturing center. —Holland in Wall Street Journal.

Marvin Crouch, of the Mason Mill, Kings Mountain, N. C., has become night overseer in one of the departments at the Monarch Mill, Dallas, N. C.

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chines. Manufacturers of all kinds of
Saddles, Stirrups and Levers.

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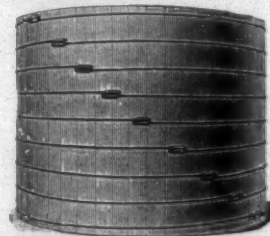


Tanks for all Purposes

Vats for DYES and
SIZINGS

G. Woolford Wood Tank
Mfg. Company

710 Lincoln Bldg. PHILADELPHIA, PA.



Manufacturers Should Look Up the Advantages of

Metallic Drawing Roll

Over the leather system before placing orders for new machinery, or if contemplating an increase in production, have them applied to their old machinery. It is applied successfully to the following carding room machinery:

Railways	Detaching Roll for Combers
Sliver Lap Machines	Drawing Frames
Ribbon Lap Machines	Slubbers
Comber Draw Boxes	Intermediate Frames

25 TO 33 PER CENT. MORE PRODUCTION
GUARANTEED

For Prices and Circular Write to

The Metallic Drawing Roll Co.
INDIAN ORCHARD, MASS.

Spartan Sizing Compound Co.

WITHERPSOON & WITHERSPOON, SPARTANBURG, S. C.

Manufacturers of

Spartan Compounds,
Tallows and Gums

Falls Thomason Located at Greenville.

Falls L. Thomason has been transferred from the Charlotte branch of the N. Y. & N. J. Lubricant Company to Greenville, S. C., and will represent that company in South Carolina and Western North Carolina.

Mr. Thomason is a son of L. W. Thomason, Southern Representative of the N. Y. & N. J. Lubricant Company.

Mills Close Down for Lack of Coal.

Greenville, S. C.—The Lancaster cotton mills at Lancaster, and the

Arkwright mills of Spartanburg, were forced to shut down Monday as a result of lack of coal of coal, according to a statement today by J. W. Arrington, state fuel purchasing agent for the cotton mills.

Although unofficial reports of coal being received for the cotton mills have come in. Mr. Arrington stated emphatically that he knows of no coal shipments which have arrived at the mills in the state.

Georgia Mills May Close on Account of Coal Shortage.

Atlanta.—A considerable number of cotton mills in Georgia will be

10 days or two weeks due to lack of coal. This statement was made today by P. E. Glenn, secretary of the Georgia Cotton Manufacturers' Association and secretary-treasurer of the Exposition Cotton Mills.

The anticipated shut-down does not apply to mills operating entirely by hydro-electric power but to those who use steam. According to Mr. Glenn between 25 and 30 per cent of the cotton spindles in Georgia are operated by hydro-electric power.

"It looks serious for mills," declared Mr. Glenn. "Few mills have coal enough to run them for more than 10 days. Some mills in Georgia already have closed down, a small number, however. Many in the Carolinas, also, will be compelled to close down."

Mr. Glenn declared that many mills have storage capacity for coal to last from two to three months, and owing to the big advance in coal these mills have been operating on their surplus stocks, which now are extremely low.

Mr. Glenn said that the business of the mills is good and should the

railroads and coal labor troubles be settled within a few days, mill probably will be able to pull through the difficult period without serious interruption of operations.

Several mills in Georgia and elsewhere in the South are running day and night and are sold ahead through 1922," Mr. Glenn declared.

The Exposition Mills are running 100 per cent capacity and some night work is also being done at the plant.

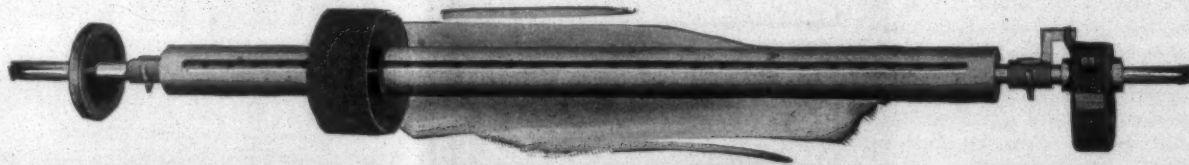
Cotton mills in Georgia purchase an enormous quantity of coal annually. Mills are well down on the priority list and while strenuous efforts are being made to meet the situation the closing down of many plants is considered inevitable unless material betterment prevails immediately in both the coal and railroad situation.

The acreage planted in cotton this year in Turkestan is 63,557 dessiatins (one dessiatin equals 2.7 acres). It is estimated that the coming yield will be about 40 to 50 poods (one pood equals 36.07 lbs.) against 10 to 15 poods last year per dessiatin.

WANTED

Salesman for Textile Trade. One acquainted in North and South Carolina. State experience and salary expected, also give reference. Apply P. O. Box 41, Spartanburg, S. C.

Textile Grinding Machinery Of All Kinds



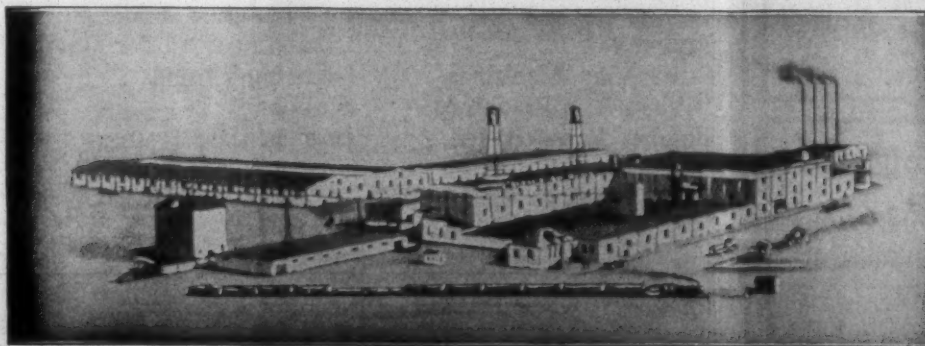
Send in Your Old Grinders to be Repaired

Southern Agent, E. M. Terryberry, 1126 Healy Bldg., Atlanta, Ga.

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Established 1868

VICTOR MILL STARCH — The Weaver's Friend



It boils thin, penetrates the warps and carries the weight into cloth. It means good running work, satisfied help and one hundred per cent production.

We are in a position now to offer prompt shipments.

THE KEEVER STARCH COMPANY

COLUMBUS, OHIO

Southern Representatives:

James H. Maxwell, Greenville, S. C.

Claud B. Her, Greenville, S. C.

D. H. Wallace, Greenville, S. C.

Wanted: Better Salesmanship Abroad

(Continued on page 40.)

and untried man, a little broader in the case of a man with experience and enjoying the thorough confidence of his principals, if he proceeds to a country where he may be called upon to render quick decisions and to settle disputes.

In a great many countries the power to give a receipt for moneys is not included in the general power of attorneys and will not be implied. It must be specifically named. The power of attorney must also contain indications as to how and under what circumstances it may be revoked. Unscrupulous agents have occasionally bound their principals because of an improperly worked power of attorney. The "power" should be prepared by a lawyer.

Facilitating Work of Commercial Travelers Abroad.

The Department of Commerce is giving considerable attention to measures to facilitate the work of American salesmen abroad, particularly in the Latin American countries. A bill is now before Congress to give effect to the uniform commercial-travelers treaty, which has mercantile-travelers treaty, which has the Latin American Republic, by the terms of which commercial travelers of one country will be able to operate in the territory of another simply upon the payment of a single fee and the obtaining of a license which is valid throughout the whole country. The customs formalities on the entrance of travelers' samples are to be simplified, samples without value to be admitted free of all duty.

The Department of Commerce will issue to American travelers the certificates of identification called for by the convention, and it realizes the implied responsibility of promoting the selection of proper American business in foreign countries.

Warp Take-Up

(Continued from page 6.)

shaft 41 in a clockwise direction will, through the pinion and gears, rotate screw posts 34 and elevate bar 33, said bar being raised to a position where the warp threads will be backed up and placed under proper tension. Manual operation of the mechanism for placing the warp threads under tension or drawing them back to restore the relation of the lay and perfect part of the weave is very advantageous in that the amount of tension under which the threads are put is under complete control of the operator, although it is practically impossible to injure the threads by placing them under too great a tension because after the slack in them has been taken up, additional pressure on bar 33 will merely draw more warp from the source of supply.

The warp threads having been properly tensioned, weaving is resumed, and, in order that movable bar 33 may be returned to its normal position where it can again be utilized for drawing back and tensioning the threads when a pick out is made, suitable mechanism is provided for rotating shaft 41 in a reverse direction at a fixed, predetermined speed whereby the downward

movement of the bar will be regulated relatively to the feeding of the warp threads to the loom and said threads maintained under the proper weaving tension by the bar until said bar has reached its normal position. After that the normally operative tensioning devices are alone effective to regulate the threads. This lowering mechanism preferably comprises a ratchet wheel 43 mounted on shaft 41 and adapted to be engaged by a pawl 44 journaled in a pair of arms 45 in the form of bell crank levers pivotally mounted on said shaft. Arms 45 are connected by links 46 to one arm 47 of a bell crank lever whose other arm 48 is provided with an aperture through which extends an operating bar 49 pivotally connect to the lower end of the lay sword 15, on said bar, one on each side of operating bar 49, and a coil spring 52 surrounds said bar, being interposed between the outer stop and arms 48 or the bell crank lever.

When the cross bar 33 is in an elevated position, the power of spring 52 is such that each time the lay sword 15 is retracted after having beat up a woven weft thread, the bell crank lever will be rocked, arm 48 of said lever being depressed, and this downward movement of said arm will, through links 46 and arms 45, actuate the ratchet 44 and ratchet wheel 43. This imparts a reverse rotary motion to shaft 41, and, as will be apparent, the cross bar 33 will gradually be lowered. The downward movement of bar 33 is limited by stops 53 on posts 34 and after the bar reaches the limit of its downward movement the rocking motion of the lay sword will be taken up by spring 52, no movement being imparted to the connections that actuate the ratchet 44. When the cross bar 33 is to be elevated by the hand wheel 42 it is only necessary to throw the pivoted pawl or ratchet wheel and after the slack in the threads has been taken up said pawl is thrown back to its former position.

The connections for lowering the bar 33 need not necessarily be actuated by the lay sword but they may be connected to any suitable moving part of the loom that will serve to lower the bar at a speed such as will maintain the threads under the proper weaving tension until said bar has been returned to its normal position where the usual tensioning means of the loom alone become effective. While various forms of mechanisms for elevating and depressing said bar readily suggest themselves, the present invention consists primarily in means for taking up the slack in the warp threads between the friction drum and heddles without affecting those portions of said threads on the opposite side of the friction drum and the following claims are to be limited only to the structural details expressly included therein.

In the preferred arrangement the bar 33 is lowered at a speed which alone would not give the desired feed of warp threads and hence the friction drum is always in operation but its movement is reduced during the time bar 33 is letting off the threads to supply a part of the required feed.

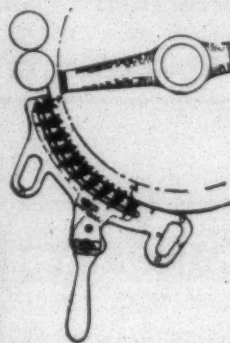
UNIVERSAL WINDING COMPANY — BOSTON

Winding machines for single and ply yarns, cotton, woolen, worsted and silk. Write for circular describing the NEW WIND DOUBLER, also the No. 80 for winding SUPERCONES.

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804 Realty Building
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ATLANTA OFFICE
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WINTHROP S. WARREN

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**Less Waste — Cleaner Yarns**

COMPETITION IS NOW STRONG, and we cannot impress upon you too keenly to adopt our ADJUSTABLE PIN GRIDS, which will enable you to manufacture stronger and cleaner yarns, with smallest percentage of waste. Send for large list that have already adopted them.

Atherton Pin Grid Bar Company

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Gum Tragasol Agglutinates

the fibres of the yarn—cotton, woolen or worsted whichever it may be—and prevents waste of good materials by eliminating flyings.

Gum Tragasol is Cheaper

than either wool or cotton, therefore, its use is a distinct economy.

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247 Atlantic Avenue, Boston



Southern Agent
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The humid atmosphere in textile mills causes employees to consume large quantities of water. These employees require cool water supplied in a sanitary manner—the "old tin cup" won't do.

A PURO Cooler with its Sanitary Fountain is the logical dispenser of Pure Cool Drinking water.

We are holding a copy of catalog for you—may we send it?

Made only by the

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J. S. P. Carpenter, Treasurer D. A. Rudisill, Secretary

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Southern Office: Cherryville, N. C.

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WARP DRAWING MACHINES

Moreland Size

"The Warps Best Friend"

Moreland Sizing Company
Spartanburg, S. C.

J. T. MORELAND, President



The Standard of Excellence for
Electrical Installations
IN TEXTILE MILLS AND
VILLAGES

HUNTINGTON & GUERRY, Inc.
GREENVILLE, S. C.

DOUBLE LOOP (HOOK)

CARD BANDS

SINGLE LOOP (TIE) BANDS FOR
SPINNING, SPOOLING, TWISTING, ETC.

BEST BY TEST

Prices and Samples on Request
SOUTHERN TEXTILE BANDING MILL

Box 44

Charlotte, N. C.

The Yarn Market

Philadelphia, Pa.—There was some improvement in cotton yarn sales during the latter part of the week, dealers reporting a somewhat larger business, most of which was done at prices slightly under those recently quoted by the spinners. Sales of good quality 20-2 skeins were reported as low as 38 and 39 cents, and a better grade at 40 cents, while mills were quoting around 40 cents.

There was little change in carded yarns on the whole, however, the buying being scattered and prices rather irregular. Only small lots were taken by both hosiery and underwear manufacturers, who are evidently holding out in expectation of lower prices.

On combed yarns for mercerizing a somewhat better demand was reported, although the volume of business continued rather small. Prices show much variation. Stocks of combed yarns held here, however, are reported as being considerably lower and as consumers have but small supplies, it is expected that a much better demand will develop within a short time. Present prices of combed yarns in this market are said to be based entirely on the stocks of yarn held here. It is also stated that these prices are much below replacement costs from spinners and that the present stocks will soon be reduced to the point where they must be a general move from dealers to replenish their supplies.

Some fears have been expressed here that Southern spinners of carded yarns were likely to work themselves into a bad position by overproduction, but this condition is not expected in combed yarns, the general opinion here being that no large stocks of combed yarns are being held anywhere in the South.

The recent cotton advances have resulted in a firm stand by spinners and prices are being held considerably above the figure that many dealers are willing to accept when buyers come in the market with firm bids.

Quotations in this market were as follows:

Southern Two-Ply Chain Warps, Etc.
10s to 12s 35 @
14s 36 @
16s 36 1/2 @
20s 39 @
24s 40 @
2s, 3, 4 and 45 @
30s 55 @
36s 56 @
40s extra 62 @
50s 75 @
60s 86 @
2-ply 31 @
5-ply 32 @
Tinged Insulating Yarns.
6s, 1-ply 30 @
8s, 2, 3 and 4-ply 30 @
10s, 1-ply and 2-ply 32 @
12s, 2-ply 32 @
20s, 2-ply 36 1/2 @
26s, 2-ply 39 @
30s, 2-ply 43 @
Duck Yarns.
3, 4 and 5-ply 34 @
8s 36 @
10s 37 @
16s 40 @
20s 40 @
Southern Single Chain Warps.
to 10s 35 @
10s 35 1/2 @
12s 36 @
14s 36 1/2 @
16s 37 @
20s 38 @
22s 40 @
24s 41 @
26s 42 @
30s 46 @
40s 58 @
Southern Single Skeins.
6s to 8s 34 @
10s 34 1/2 @
12s 35 @
14s 35 1/2 @
16s 36 1/2 @
20s 37 1/2 @
22s 39 @
24s 41 @
26s 41 @
30s 44 @
Southern Frame Cones.
8s 32 @
10s 34 1/2 @
12s 35 @
14s 35 1/2 @
16s 36 1/2 @
18s 37 @
20s 37 1/2 @
22s 38 1/2 @
24s 39 1/2 @
26s 40 @
30s 42 @
36s 44 @
40s 46 @
Southern Combed Peeler Skeins, Etc.
2-ply 30s 75 @
2-ply 36s 80 @
2-ply 40s 82 @
2-ply 50s 90 @
2-ply 60s 95 @
2-ply 70s 1 10 @
2-ply 80s 1 20 @
Combed Peeler Cones.
10s 50 @
12s 50 1/2 @
14s 51 @
16s 52 @
18s 53 @
20s 54 @
22s 55 @
24s 56 @
26s 57 @
28s 59 @
30s 64 @
32s 65 1/2 @
34s 67 @
36s 69 @
40s 74 @
50s 90 @
60s 1 00 @
Eastern Carded Peeler Thread Twist Skeins.
20s, 2-ply 48 @
22s, 2-ply 49 @
24s, 2-ply 50 @
30s, 2-ply 56 @
36s, 2-ply 64 @
40s, 2-ply 66 @
45s, 2-ply 70 @

Paulson, Linkroum & Co., Inc.

52 Leonard Street, NEW YORK CITY, U. S. A.

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COTTON YARNS

OF EVERY DESCRIPTION FOR

WEAVING AND KNITTING

We Specialize In Cotton Yarn For Export

Cotton Goods

New York.—There was a much firmer tone in the cotton markets last week where print cloths, sheetings and general lines of domestics were concerned. The firmer cotton markets have resulted in a much broader buying movement. The inquiry is sufficient to show that a more settled cotton opinion and the clearing of the strike situations will quickly result in a much larger movement in almost all lines of cotton goods.

The print cloth market showed much activity during the latter part of the week. Sales on Friday were reported as being above 200,000 pieces. There was a good demand from the bleaching trades and orders from this source were large.

Print cloths to the extent of 100,000 pieces were sold for deliveries running as far ahead as November at 8 5-8 cents, after many fruitless efforts to start the trading at 8 1-2c. Fully that quantity was still available at the close for spot and September delivery for desirable customers. Some few sales were made for October-December shipment at 8 3-4c. This price was not general and many mills would not sell beyond September. Narrow print cloths sold on a basis of 6 1-2c for 27-inch 64x60s for Southern goods.

Sheetings were in demand, and some fair sized sales were reported at 7 3-4 cents for 5.50s, 10 1-2c net for 4-yard 56x60s and 7 1-2c for 31-inch 5-yards. These prices were a shade lower than some mills would accept. Bag manufacturers were making many inquiries, but wanted to operate on a basis of 6 3/4c for 6.15 goods and 9 1-2c for 4-yard 37-inch goods, which most mills declined.

Considerable business was done in osnaburgs for converting purposes. For the 36 and 40 inch goods, clean cotton, prices ranging from 35c to 36c a pound were paid. Narrow osnaburgs, part waste, brought as low as 30 1-2c. For 7-ounce, 30-inch 13 1-4c was a common price that several mills would not accept.

Fair business in sateens continues to be reported with a tendency to crop to lower counts. Saturday there was interest in 64x88, 37 1-2 inch, 4.70 yard, which sold at 12 1-4 cents. There has been some business in 39-inch, 64x104, 4.20 yard at 13 5-8 cents, with most mills quoting three-quarter. As already stated, the bulk of the recent business has been in the 37 1/2 inch, 4.37s, which are now firm at 13 1-2 cents. Desirable deliveries were reported becoming difficult to obtain, inasmuch as the product for several plants had been taken up for some time to come. In the 72x120 count, interest has been lacking. Most of the recent

business has been with trades other than those catering to the clothing manufacturers.

Traders in wash goods are reporting a broadening of interest on the part of buyers in lines other than the higher novelties. Some of the converters have found this week a reviving interest in some of their specially printed styles and in samples of new voiles and fancy crepes. The buyers of the country show more interest in the new lines of good ratines than sellers expected and it is a singular fact to them that some traders are purchasing goods for immediate shipment.

Wash goods lines for spring are certain to be denominated by the style trend toward longer skirts and good draping fabrics, this being vouched for in several houses where the results of selling thus far have been analyzed.

A larger business was reported in the Fall River print cloth market, sales for the week being estimated at about 250,000 pieces. Mills were holding for 5 cents on 25-in. 56x44, 10.55. bids at 4 7-8 cents being refused. Buyers would not meet the new prices, however, and something of a deadlock developed on this construction. The mills, however, were very firm in their asking prices, this being true of practically all print cloth constructions. Cotton goods prices were quoted as follows:

Print cloths, 28-in., 64x64s.....	7
Grad goods, 38 1-2 in., 64x64s....	9
Gray goods, 39-in., 68x72s.....	9 1/2
Gray goods, 39-in., 80x80s.....	12 1/2
Brown sheetings, 3-yard.....	12
Brown sheetings, 4-yard.....	11 1/4
Brown sheetings, So. Std.....	13
Ticking, 8-ounce.....	22 1/2
Denims, 2.20.....	18 1/2
Staple Gingham.....	14 1/4
Dress Gingham.....	18x20 1/2
Standard Prints.....	10 1/4
Kid finished cambrics.....	8 1/4 x 9 1/4

United States Wool Hosiery Imports Greater.

The bulk of United States imports of wool stockings, hose, and half hose valued at over \$1.20 per dozen pairs are from the United Kingdom and Germany, according to the Textile Division of the Department of Commerce. Imports by quarters register the following totals in dozen pairs: January to March, 1921, 50,385; April to June, 121, 64,404; July to September, 1921, 105,621; October to December, 1921, 196,727; January to March, 1922, 115,236; April to June, 1922, 197,092. In 1921, the largest monthly shipment, 81,751 dozen pairs, was recorded in December, and in 1922 June leads with a total of 78,647 pairs.

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Capital \$300,000

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OF ST. LOUIS, MO.

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Extra staples, and good 1 1-16 and 1 1-8 cotton from Arkansas, Oklahoma, and Texas, and Memphis territory.

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Hartsville, S. C.

PIONEERS IN CAROLINA STAPLES

COKER COTTON SALES CO.

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Gastonia, N. C.

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Handlers of Mississippi

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COTTON

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COTTON

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BLEACHING OIL
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To soften Sulphur
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SCROOPING COMPOUND
For Silk and
Cotton Hosiery

Want Department

Wanted

Twister Stop Motions.

Want stop motions for twisters. Prefer Smith stop motion. Give condition and price. Address T. C., care Textile Bulletin.

Wanted.

Position as overseer spinning or twisting, or both. Also winding, age 31, have been overseer past eight years. Very best of references. Married. Give me the job and I will give you the production at the right cost per lb. Now overseer, but wish to change. Address G. S. D., care Southern Textile Bulletin.

Wanted

to know the whereabouts of Ben Fleming, card room man, who worked for me at Eatonton, Ga. J. W. Fernander, 912 Thirteenth Street, Meridan, Miss.

Rewinder Wanted.

Want second-hand filling re-winder. State price and condition. Address T. C., care Textile Bulletin.

Wanted.

Three good Loom Fixers for E Model Draper 32" Looms, Apply to J. J. Roberts, Overseer of Weaving, Barrow County Cotton Mills, Winder, Ga.



Ring Traveler Specialists

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159 Aborn Street, PROVIDENCE, R. I.
AMOS M. BOWEN, Treasurer

Wm. P. VAUGHAN, Southern Representative
P. O. Box 792 - - - GREENVILLE, S. C.

U. S. Ring Travelers are **uniformly tempered** which insures even-running spinning. They are also correct as to **weight** and **circles**. Quality guaranteed.

DRAKE CORPORATION

*"Warp Dressing Service
Improves Weaving"*

NORFOLK - - VIRGINIA

Assignee's Sale

SALUDA MFG. CO and RIVERDALE MILLS

The above mills, equipped for the manufacture of yarns, and having approximately 4200 and 2800 spindles, are located at Greenville, S. C., both having railway sidings and near paved roads.

These mills will be sold at public auction in front of the Court House at Greenville, S. C., on September 4th, 1922.

Inspection of the properties can be made at any time.

E. A. GILFILLIN, Assignee,
J. W. LANFORD, Agent.

UNIFORM IN APPLICATION

Victrolyn

A dependable assistant in sizing Cotton Warps

SOLE MANUFACTURERS

Bosson & Lane

Works and Office, Atlantic, Mass.

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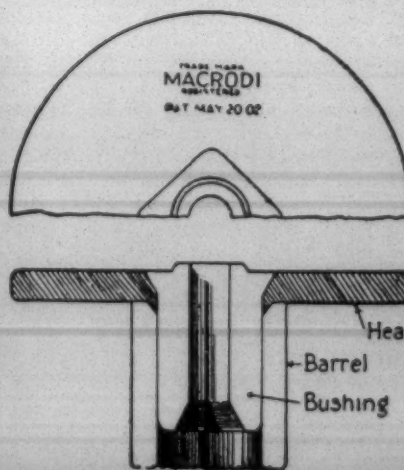
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FIBRE HEAD WARP SPOOL

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Woonsocket, Rhode Island

EMPLOYMENT BUREAU

The fee for joining our employment bureau for three months is \$2.00 which will also cover the cost of carrying a small advertisement for one month.

If the applicant is a subscriber to the Southern Textile Bulletin and his subscription is paid up to the date of his joining the employment bureau the above fee is only \$1.00.

During the three months' membership we send the applicant notices of all vacancies in the position which he desires.

We do not guarantee to place every man who joins our employment bureau, but we do give them the best service of any employment bureau connected with the Southern Textile Industry.

WANT position as superintendent. Excellent reason for changing. Would like to submit my references to mill needing high class man. Address No. 3539.

WANT position as superintendent. Now have superintendent's place in medium sized plant, but wish larger job. References as to character and ability. Address No. 3540.

WANT position as master mechanic. Now employed in large mill shop and have always given satisfaction over long period of years. References to show character, qualifications and training. Address No. 3541.

WANT position as overseer weaving. Now employed as weaver in good mill, but wish to locate in Carolinas or Georgia. High class man who can produce results. Address No. 3542.

WANT position as assistant superintendent or weaver. Now getting \$3,000 salary, but will take place at \$150 a month in more healthy location. Experienced in large mill; both white and colored goods. Married. Good references. Address No. 3543.

WANT position as cloth room overseer second hand in large room. Now employed as overseer in denim plant. Excellent references. Address No. 3544.

COTTON CLASSER and stapler desires position, preferably with mill. Experienced and can furnish references. Address No. 3545.

WANT position as superintendent or weaver. Prefer mill on colored goods. Now employed. Best of references. Address No. 3546.

WANT position as overseer carding, or carding and spinning. Practical man of long experience who can handle your carding or spinning on economical and paying basis. Address No. 3548.

WANT position as carder. Age 40; 18 years' experience in number of good mills. Gilt edge references. Address No. 3548.

WANT position as overseer weaving, beaming, slashing or quilling. Have handled all of above departments and can give good references. Now overseer weaving in mill on checks and chambrays in mill of 800 looms. Address No. 3549.

WANT position as superintendent, or carder and spinner. Now employed, but wish larger place. Good references. Address No. 3550.

WANT position as overseer of cloth. High class man of good habits who thoroughly understands the efficient handling of cloth room. Address No. 3551.

WANT position as carder or spinner or both. Age 43; 18 years' as overseer; good record as manager of help. Now employed as carder, but wishes larger place. References. Address No. 3553.

WANT position as overseer weaving. Settled man of good habits, long experience on both plain and fancy weaves. References. Address No. 3553.

WANT position as superintendent. Now employed as superintendent. Experience for more than 20 years as superintendent and overseer. Excellent references. Address No. 3555.

WANT position as cloth room overseer. Competent, reliable man of long experience. Can furnish excellent references. Address No. 3556.

WANT position as superintendent, manager or office manager in large mill. Can manage plant on efficient basis and would like opportunity to show qualifications to mill needing A1 man. Address No. 3557.

WANT position as carder or spinner or superintendent. Thoroughly qualified in both departments and have had long experience as overseer in a number of

WANT position as superintendent or weaver. Now employed but have good reasons for changing. Best of references large mills. Address No. 3558.

WANT position as superintendent. Have successfully run some of the best mills in the South and can furnish references showing long period of satisfactory and productive service. Address No. 3559.

WANT position as superintendent, carder or spinner. Experienced and capable man of long experience. Settled habits. Address No. 3560.

WANT position as superintendent, carder and spinner, or both. Experienced man of practical ideas. Excellent references. Address No. 3561.

WANT position as superintendent. Have long record of good service and have always given satisfaction. Now employed. Excellent references. Address No. 3562.

WANT position as superintendent or weaver. Weaving experience covers period of over 20 years on wide variety of fabrics. Sober, reliable and good manager of help. Good references. Address No. 3563.

WANT position as carder. Long experience and have special knowledge of combed work. Excellent references. Address No. 3566.

WANT position as overseer weaving. Can handle plain or fancy work. Draper job preferred. Would accept place as designer in large mill. Thoroughly capable weaver in every respect. References. Address No. 3567.

WANT position as overseer carding or spinning, or both. Have worked in some of best mills in South and always gotten good results. Good references. Address No. 3565.

WANT position as overseer carding. Practical man who can handle carding in efficient manner. Long experience. Specially qualified for combed work. Address No. 3568.

WANT position as superintendent. By experience and training am especially fitted to handle combed yarn mill. Will gladly submit references to mill desiring high class, experienced superintendent. Address No. 3569.

WANT position as overseer carding or superintendent in medium sized mill. Now employed as superintendent, but do not like location of mill. Long experience and thoroughly understand card loom details. Address No. 3570.

WANT position as cotton classer or buyer for mill in Carolinas or Georgia. Several years' experience in buying and classing long and short cotton, domestic and export. A-1 references. Address No. 3571.

WANT position as overseer of carding; 18 years' experience as carder and am competent and reliable in every respect. Good references. Address No. 3572.

WANT position as superintendent or overseer of carding and spinning. Now employed in medium sized mill, but am capable of handling job. References showing character and ability gladly furnished. Address No. 3573.

WANT position as superintendent of yarn mill. Now employed, but wish better paying place. Many years as superintendent and overseer, and am familiar with all departments of mills. Address No. 3574.

WANT position as superintendent, or would accept place as carder or spinner. Many years as superintendent and overseer and can successfully operate any size mill. Good reference. Address No. 3576.

WANT position as superintendent, or overseer carding and spinning. Now employed in good mill. Experienced as superintendent and overseer for more than 20 years. Excellent references. Address No. 3576.

WANT position as outside foreman. Experienced in the work and know how to keep the property up. Married, with family of mill help. Excellent references. Address No. 3577.

WANT position as superintendent or overseer carding and spinning. My experience over many years fits me for either of the three positions. Best of references. Address No. 3578.

WANT positions as superintendent, preferably of print cloth mill. Now employed, but wish larger place. Thoroughly experienced in handling a mill, but on outside and inside. References. Address No. 3579.

WANT position as superintendent. Have had long experience and have always gotten good results. Would like opportunity to submit my record to mill needing high class man. Address No. 3580.

WANT position as overseer weaving. Long experience and can give best of references as to character and ability. Address No. 3581.

WANT position as superintendent, assistant superintendent or overseer weaving. Prefer mill making gingham or fancy shirtings. Also consider position finishing and bleaching plant. Good references. Address No. 3582.

WANT position as overseer of cloth room in mill on white work. Now employed and giving satisfaction. Thoroughly experienced in cloth room. Address No. 3583.

WANT position as overseer of slasher room, tying-in and drawing-in. Would consider large room only. Can come on short notice. Good references. Address No. 3584.

WANT position as overseer of carding or spinning, or both. High class man of excellent character and ability to get results. Fine references. Address No. 3585-A.

WANT position as roller coverer, and belt man. Now employed but wish to change. Married, age 35, 12 years' experience. Good references. Address No. 3585-B.

WANT position as overseer weaving or cloth room, or would consider place as traveling salesman for mill supply house. Excellent references. Address No. 3586.

WANT position as traveling salesman in textile trade. Ten years' experience in this field. Also experienced as weaving and slasher man. Address No. 3587.

WANT position as carder or spinner, or both. Prefer mill in North Carolina. Good man of long experience. References. Address No. 3588.

WANT position as overseer weaving. Best of references to show that I can deliver the goods. Address No. 3589.

WANT position as superintendent or overseer of weaving. Long experience in number of good mills and can give fine references to show character and ability. Address No. 3590.

WANT position as superintendent. Now employed as assistant superintendent in large mill, but am competent to handle mill. Fine references. Address No. 3591.

WANT position as overseer carding or spinning, or superintendent. Am textile graduate of N. C. State College and have worked around mill all my life. Now employed as overseer spinning. Excellent references. Address No. 3592.

WANT position as overseer weaving. Now employed in good mill but am competent to handle better position. Excellent references. Address No. 3593.

WANT position as assistant superintendent or overseer spinning, or salesman. Many years experience in erecting and overhauling carding and spinning, also as overseer spinning. Good references. Address No. 3594.

WANT position as overseer carding. Now employed in good mill, but have good reasons for changing. Best of references. Address No. 3595.

WANT position as superintendent of yarn mill, or plain weave plant, or overseer carding and spinning. Long experience as overseer and superintendent. Address No. 3596.

WANT position as superintendent, or would accept place as carder and spinner in large mill. Fine references. Address No. 3597.

WANT position as overseer spinning, or assistant superintendent. Am middle-aged man of temperate habits, married, and can give good references from past and present employers. Address No. 3598.

WANT position as master mechanic and engineer. Now have good night job, but wish to work in day. Excellent references. Address No. 3599.

WANT position as overseer finishing. Thoroughly competent and reliable and have excellent references. Address No. 3600.

WANT position as overseer of small room, or second hand in large room. Now employed, but want to change. Good references. Address No. 3601.

WANT position as superintendent. Now employed, but have excellent reasons for wanting to change. Would be glad to submit references to mill needing high class man. Can prove that I can get good results. Address No. 3602.

WANT position as second hand in weaving or loom fixer. Good record and good references to show for it. Address No. 3603.

WANT position as superintendent. Now employed as such in large mill, but prefer change of locality. Excellent references. Address No. 3604.

WANT position as overseer spinning or carding and spinning. Man of good character and settled habits, steady and experienced worker. Address No. 6305.

WANT position as general manager, superintendent or assistant superintendent. High class man of long experience, and thoroughly understand all phases of cotton manufacturing. Excellent references. Address No. 3606.

WANT position as superintendent, overseer of carding or spinning. Excellent references to show ability and character. Address No. 3607.

WANT position as overseer carding and spinning. Many years' experience and am thoroughly competent to handle either process. References. Address No. 3608.

WANT position as master mechanic. Understand both steam and electric plant, and can handle large or small mill. Address No. 3609.

WANT position as superintendent or carder and spinner. Now employed, but wish larger place. Good references. Address No. 3610.

WANT position as overseer of weaving. Age 38, good habits, steady worker. Good references, and experience and qualifications. Address No. 3611.

WANT position as overseer weaving. Good weaver of long experience. Can handle wide variety of fabrics. Address No. 3612.

WANT position as overseer large cloth room. Thirteen years' experience on all kinds of white goods. Age 32, married, 13 years as overseer. Best of references. Address No. 3613.

WANT position as overseer carding. Have had 24 years' experience, textile education, 3 years on tire duck. Best of references. Address No. 3614.

WANT position as overseer carding or spinning. Excellent worker, long experience, good references. Address No. 3615.

WANT position as overseer carding or spinning, or superintendent of good yarn mill. Good references to show past record and experience. Address No. 3616.

WANT position as overseer spinning. North Carolina preferred. Am thoroughly experienced in spinning and have handled rooms in some of the best mills in North Carolina. Fine references. Address No. 3617.

WANT position as overseer of weaving. Competent, experienced man who can get real results. Good references. Address No. 3618.

WANT position as master mechanic. Long experience in both steam and electric plants. Now employed. Good references. Address No. 3619.

WANT position as superintendent of medium sized mill on white work, or carder and spinner in larger mill. Excellent references to show character and ability. Address No. 3620.

WANT position as assistant to superintendent, agent or president. Long experience as mill man, stenographer, general office man. Textile college and I. C. S. courses. References. Address No. 3621.

WANT position as superintendent or spinner; 18 years an overseer and superintendent. Present job for two years. Have run some of the best jobs in the South. Wish change of locality, Piedmont section preferred. Address No. 3622.

WANT position as superintendent or overseer of weaving, white or colored, plain or fancy work. Have handled some of the best jobs in the Carolinas and can get results. Best of references. Address No. 3623.

WANT position as master mechanic. Competent man of long experience in mill and machine work. Address No. 3624.

WANT position as superintendent or traveling salesman. Now employed, but have good reasons for wishing to change. Fine references. Address No. 3625.

WANT position as overseer weaving in medium size mill or second hand in large mill making sheetings, prints, pajama checks. Experienced on both plain and Draper looms. Can come on short notice. References show I can deliver the goods. Address No. 3626.

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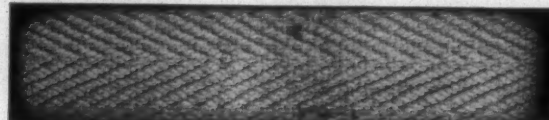
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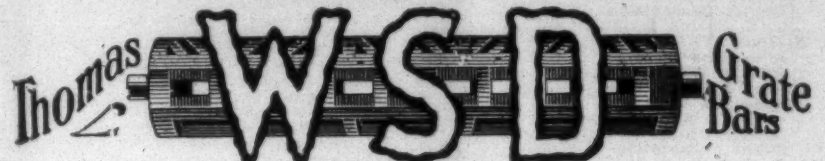
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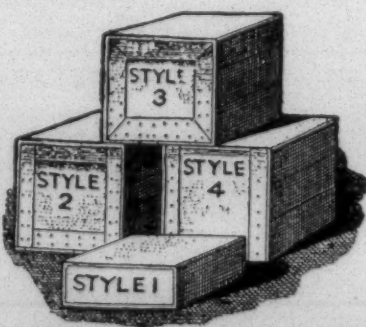
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